

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
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News of the Week

Key Industries Exemption Application

The Board of Trade have received an application for an exemption order, under Section 10 (5) of the Finance Act, 1926, in respect of DIPROPYL MALONIC ACID. Interested parties should address communications to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, S.W.1, on or before February 12, 1935.

Import Duties Advisory Committee Notices

The Import Duties Advisory Committee give notice of applications for increases in the import duties on:—

Hand hair clippers of all kinds and parts thereof, and cutting plates of clipping and shearing machines of all kinds.

Any representations which interested parties may desire to make in regard to these applications should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than February 21, 1935.

The Committee announce that they have decided not to make any recommendation in respect of the application previously advertised for the addition to the Free List of OXALIC ACID.

Inquests

The St. Pancras (London) Coroner held an inquiry, on January 22, concerning the death of Wilhelmina G. Witerings, Roderick Road, N.W. Dr. J. H. Ryffel gave evidence of finding in the stomach contents traces of some pink tablets and a derivative of barbituric acid similar to sonéryk. He was of opinion that from 45 to 50 gr. had been taken. A verdict of "Suicide while of unsound mind was recorded."

At Battersea, London, S.W., recently, an inquiry was held concerning the death of Mrs. A. M. Callaghan, Central

Hill, Norwood, S.E., aged sixty, who died following injections of "gold" (presumably gold sodium thiomalate) for rheumatoid arthritis. It was stated that death was due to abnormal sensitivity to the substance, and that no one was to blame. [Writing to "The British Medical Journal" of January 12, Dr. Geoffrey Holmes, Harrogate, reports "the disconcerting discovery that the appearance of toxic symptoms from gold may be delayed until after a full course of injections has been given, and without the appearance of any warning signs." After giving details of a case of a female patient aged sixty-eight who had been suffering from general arthritis for six years and was given this treatment, Dr. Holmes points out that no warning symptom appeared until ten days after the eleventh injection, and that although no further dose was given the patient had two months' very serious discomfort without any compensating benefit.—EDITOR.]

Birmingham

A meeting of the Birmingham and District Branch of the Pharmaceutical Society, Scientific Section, was held on January 22, when Dr. J. Stanley White (Parke Davis & Co.) gave a lecture on "Serums and Vaccines." The lecture was illustrated by lantern slides, and a film dealing with the subject was shown. A discussion followed.

A district meeting of the National Pharmaceutical Union took place at Birmingham on January 15, when the chair was taken by Mr. H. H. Marshall (a member of the N.P.U. Executive). There was an excellent attendance. Mr. G. A. Mallinson (secretary of the N.P.U.) gave an address on "The New Poisons List and Rules." Mr. Mallinson dealt with the provisional List and Rules in a very thorough manner. He said that no doubt the final issue would be considerably altered from the original draft. Mr. Mallinson reminded members of their obligation under the new Shops Act Regulations

affecting the employment of young persons under eighteen. Finally the speaker made brief reference to the new clearing house scheme inaugurated by the N.P.U. to facilitate the settlement of members' trade accounts. He said the scheme had been splendidly supported. Questions were put by Messrs. Izon, Fair, Knowles, Yates and others. A vote of thanks to the speaker was proposed by Mr. Tranmer.

Cardiff

At Cardiff, on January 23, William G. Steer was fined £5 on each of three summonses for having sold vinegar found to contain a considerable addition of water in each case.

The annual general meeting of the Cardiff Branch of the National Pharmaceutical Union was held on January 22. The Committee's report for the year 1934 showed that the Branch had been by no means inactive during the past twelve months. The membership had been well maintained, and among the matters that had received attention were the sale of unstamped proprietaries, price cutting and hours of closing. The treasurer's report showed a substantial credit balance. A statement from the P.A.T.A. local secretary gave news of a more cheerful position. The following officers were elected for 1935: —*Chairman*, Mr. A. J. Harris; *Vice-Chairman*, Mr. Owen Jenkins; *Treasurer*, Mr. J. Lee Jones; *Secretary*, Mr. T. P. Martin; *Assistant Secretary*, Mr. A. Davies.

Coventry

The first annual dinner of the Warwickshire Branch of the Pharmaceutical Society was held at Coventry on January 24. Mr. Nundy (president) was in the chair, and among other distinguished guests were the Mayor and Mayoress of Coventry, Mr. H. N. Linstead (secretary of the Pharmaceutical Society), and Mr. G. A. Mallinson (secretary of the N.P.U.). The vice-president (Alderman S. T. Fleet, Mayor of Rugby) was prevented from attending. The arrangements for the dinner were made by Mr. C. H. Welton, assisted by Mr. Bales and other Coventry members of the Branch, and gave great satisfaction. In proposing the toast of "The Society" Mr. Nundy emphasised the confidence the Branch felt in the Society and its labours on behalf of pharmacy. Mr. Linstead, replying, said he was strongly convinced that the Pharmacy and Poisons Act, when properly working, would prove of great value to pharmacy. The toast of "The N.P.U." was given by Mr. Bales and replied to by Mr. Mallinson. Mr. Bales drew attention to the latest activity of the Union, the new clearing house. Mr. Mallinson expressed his pleasure at being present at such a successful pharmaceutical gathering, and spoke in high terms of Mr. Linstead's work on the Poisons Board. Mr. Lee Gordon gave the toast of "The Warwickshire Branch," which was replied to by the secretary (Alderman C. Davis). Mr. Williamson proposed "Our Guests," and, in replying, the Mayor of Coventry expressed appreciation of the valuable services rendered by pharmacists to the community. Mr. Hampton concluded the evening by proposing the health of "The Ladies," to which Mrs. Welton gracefully responded. A collection on behalf of the Benevolent Fund realised £3 15s.

Croydon

At a meeting of the Croydon Branch of the Pharmaceutical Society and Croydon Pharmacists' Association, held on January 18, Mr. R. Ridgley in the chair, an address on "Retail Business Competition, Salesmanship and Display" was delivered by Mr. Vernon S. Porter (director of S. Maw Son & Sons, Ltd.). The speaker gave his ideas of shop fronts and fittings suitable for present-day pharmacies. He dealt with competition by all classes of competitors and showed how, by the study of salesmanship, this could be dealt with. Questions arising out of the address were answered, and a vote of thanks was proposed by Mr. H. Snow (Wallington).

Eastbourne

The annual dinner of the Eastbourne and District Branch of the Pharmaceutical Society was held at the Grand Hotel, Eastbourne, on January 16. Dr. Willoughby (medical officer of health) proposed the toast of "The Pharmaceutical Society." He spoke of the good relations between the two local branches of the professions which, he said, had always existed. The president, responding, thanked Dr. Willoughby for his genial toast and said he was glad to hear that medical

men and chemists worked so well together. Mr. D. Marchant, in proposing the toast of "The County Borough," referred to the town as he knew it fifty years ago. The Mayor, responding, said she could not go back quite so far, but she referred to the occasion when her father was a guest of the Eastbourne chemists twenty-four years ago. Mr. H. C. Browne, in proposing the toast of "Kindred Associations," referred mainly to the South-Eastern Federation of Pharmacists, and said there was plenty for them to do. Mr. Vickers, in reply, said he and all his friends at Brighton thought that Mr. Browne might allow himself to be nominated for membership of the Council. Mr. Arthur Moss gave the toast of "Ladies and Guests." Mr. Beardsley replied. The musical programme was appreciated.

Exeter

Success again attended the annual whist drive, dinner and dance of the Exeter and District Branch of the Pharmaceutical Society, held at Deller's Café, Exeter, recently. The committee decided to restrict the number of guests to 250. All parts of the county were represented, and among the company were the Mayor of Exeter (Mr. J. W. Ackroyd), the deputy Mayor and deputy Mayoress (Mr. and Mrs. T. J. W. Templeman), and the Sheriff and Mrs. W. W. Beer. The whist drive was followed by the dinner. The ballroom was prepared for the dancing, in which most of the guests participated; others preferred bridge. In the unavoidable absence of the Mayoress, whist and dance prizes were presented by Mrs. Templeman, who was heartily thanked by Mr. W. R. B. Arnold (branch chairman). The Mayor briefly replied. An enthusiastic and hard-working committee were responsible for the arrangements, with Mr. F. Southerden and Mr. A. C. Milton as joint secretaries.

Leicester

The Leicester and Leicestershire Branch of the National Pharmaceutical Union held a general meeting on January 23, when an address was given by Mr. J. Hague (a member of the N.P.U. Executive). Mr. D. Hackett was in the chair. Mr. Hague spoke on "The Work of the Executive Committee." He outlined difficulties met with on the Marketing Committee, and referred to the destamping controversy. The new clearing house scheme, he said, was already a success. A chemist sending eighteen accounts each month saved annually the amount of the N.P.U. subscription. Mr. Hague also mentioned a suggested scheme for branch reorganisation.

Liverpool

A paper on "Foods as Colloid Systems" was read before the Liverpool section of the Society of Chemical Industry by Dr. William Clayton, D.Sc., chief chemist and bacteriologist to Crosse & Blackwell, Ltd.

The application of the spectroscope to chemical problems was dealt with in an address to the Liverpool and North-Western Section of the Institute of Chemistry at Liverpool on January 10 by Dr. R. A. Morton, lecturer and research chemist in spectroscopy at Liverpool University.

Mr. A. Collinson, general manager of Thompson & Capper Wholesale, Ltd., who is on a visit to Australia and New Zealand, mainly on account of his health, has sent us a postcard, dated December 20, from Fremantle, Australia. Mr. Collinson says he has had a wonderful voyage, and after a week in Sydney intended to cross to Auckland.

London

Last week-end an international convention of European managers and leading salesmen of the National Cash Register Co., Ltd., met at the Hotel Victoria, London, W.C.2. Mr. F. B. Patterson, president of the N.C.R. Cos., was present. Fifteen nations were represented, and the programme included sightseeing and business meetings. Last year a similar convention was held at St. Moritz and the previous year in Berlin. The present occasion is being used to launch the new 1935 models of National cash registers.

In the course of a paper on the "Royal Botanic Gardens, Kew, and Empire Agriculture," read before the Dominions and Colonies Section of the Royal Society of Arts, by Mr. H. C. Sampson, of the Royal Botanic Gardens, Kew, on January 30, it was stated that England insists on round nutmegs, and as

a result the important nutmeg industry of the Island of Grenada, West Indies, may take steps accordingly.

Manchester

Cussons' Excelsior Band, under the leadership of Mr. G. J. May, broadcast a programme of music from the Manchester Studio on January 28. This was the band's first public engagement, and judging from the numerous congratulations Messrs. Cussons have received an excellent programme was given. This band performs every Wednesday for the benefit of the employees of Cussons, Sons & Co., Ltd., in the works dining hall. Its twenty-five members are all on the staff.

A reference to the death of Mr. O. L. Fewster, a member of the Executive Committee of the Manchester, Salford and District Branch of the Pharmaceutical Society, was made at the recent meeting of the Branch, when the President (Mr. H. Brindle, B.Sc.) mentioned that Mr. Fewster had been secretary of the Salford Pharmaceutical Association for something like eight years. They remembered the energy he had put into the musical part of the Conference programme when the meeting was held in Manchester in 1931, and they would feel his loss very much indeed. A letter of condolence, he said, had been sent to Mrs. Fewster. The members stood in silence.

On January 24 Mr. W. I. Scholes addressed the Manchester Pharmaceutical Association on "Pharmacy—Past, Present and Future." Though present days were difficult, said Mr. Scholes, they were not so difficult as those of forty years ago, when there was no National Health Insurance to help the chemist. But present days, nevertheless, had their distinctive problems. In suggesting how they could be overcome Mr. Scholes spoke of retail chemists putting up more of their own proprietaries. He knew of cases where this had been done recently with success. There was a definite goodwill in any article one could not get elsewhere. In referring to the "menace of manufacturers of proprietary articles gradually squeezing us out of our profit," Mr. Scholes said that they could offset this by keeping their own preparations prominent, and wrap up, with each sale, an advertisement of their own in the form of a handbill or leaflet. He did not care for the word "pharmacist," but preferred the old title "dispensing and family chemist." Many families required a lot of things of a chemical nature which were not quite pharmaceutical, and it was to chemists' advantage to supply such articles as cleaning materials, culinary essences, spices, baking powders—all articles which had been much neglected by chemists in past years, yet they were profitable.

An interesting point was raised in the subsequent discussion by one speaker who, dealing with Mr. Scholes's plea for the cultivation of one's own goods, referred to the difficulties which stood in the way of the pharmacist who settles on a new housing estate where, he said, people were always moving and the constant change made it almost impossible to establish a demand for a new line. Mr. David Dickson said that, when serving a customer, he always took the view that the customer was spending his own money and he had a perfect right to have what he asked for. "Keep your full name before the public," he urged, adding, "Build up a personality, and you can charge for it." The status of the chemist was discussed by another speaker, who deplored the action of those who tried to earn a few shillings by selling mops, buckets and hair nets. Another member expressed the belief that the public had the advertisement complex, and that this accounted for the popularity of proprietary articles.

In reply, Mr. Scholes agreed that the problem of the new housing estate was an awkward one, but he thought it would be solved in time when the residents settled down. No article, he said, that only showed a miserable profit of 20 per cent. was worth thinking about. Councillor R. G. Edwards proposed a vote of thanks to Mr. Scholes.

Newcastle

The annual whist drive and dance of the Newcastle, District and Northumberland Branch of the Pharmaceutical Society was held on January 16, and proved a complete success. Over 100 members and friends were present. Whist was played for prizes provided by local wholesale houses and friends. Refreshments followed, after which dancing took place until 1 a.m.

North Wales

A meeting of the Anglesey, North Carnarvonshire and Colwyn Bay Branch of the Pharmaceutical Society was held at Bangor on January 16. A vote of sympathy was passed with Mr. D. A. Bryan (a member of the Executive of the N.P.U.) on the death of his wife. Mr. H. R. Evans (Bethesda), who was in the chair, drew attention to the spread of medical service schemes. It was resolved to form a committee (consisting of N.P.U. correspondents) to be on the alert for any move made to form a medical service scheme in the area. The committee would then press for the inclusion of chemists in the scheme at reasonable terms. The Plymouth and District Branch "Out of Friends Scheme" was considered in full. Many members felt that gift schemes and similar advertising "stunts" should be boycotted, and the secretary was asked to formulate a scheme on the Plymouth lines. The annual dinner was fixed for March 6 at Llandudno. The secretary announced that Mr. H. N. Linstead (secretary of the Pharmaceutical Society) had promised to attend at Llandudno on February 20, and that his address would be on "What the Society Does for the Chemist in Business."

Norwich

The annual dance of the Norwich and District Branch of the Pharmaceutical Society was held on January 24. About 250 chemists and their friends, including several from the county, were present. There were several competition dances, but perhaps the outstanding item was one in which the dancers were asked to produce all kinds of ordinary and extraordinary articles, an effort which gave proof of the strange collections carried in pockets and handbags. During the interval Mr. J. F. Collin (president) thanked those present for their support, and explained that the dance was being held in aid of the Society's Benevolent Fund. Prizes, which had been given by wholesale firms, were presented by Lady Ballance, who was suitably thanked and presented with a bouquet by Mr. Collin. Each lady present received samples of beauty aids. The duties of M.C. were shared by Mr. J. Cook and Mr. Baskerville, while the general arrangements were in the hands of Mr. T. W. Thomas, the dance secretary, and Mr. Coleman, the general secretary. The Benevolent Fund will benefit by about £10.

Portsmouth

The first meeting of the winter session of the Portsmouth and District Branch of the Pharmaceutical Society was held on January 16. The chairman (Mr. F. Hemming) presided. In opening the meeting the chairman referred to the great loss the Branch had sustained by the sudden death of Mr. W. L. Egerton, sen., a past-chairman and enthusiastic supporter. As a tribute to his memory those present stood for a few moments in silence. Mr. C. E. Corfield addressed the meeting on "The British Pharmaceutical Codex, 1934." Mr. Corfield pointed out changes in the general arrangement of the B.P.C., some of which were necessitated by the 1932 B.P. His general summary of the B.P.C. was much appreciated by his audience, and at the close questions were answered. A vote of thanks for the address was proposed by Mr. T. O. Borland. The next meeting of the session will be held on February 20, when an address on "Biological Products and their Standardisation" will be given by Mr. H. Gartside (Evans' Biological Institute), to be illustrated by lantern slides and a film.

Reading

The annual dinner of the Reading and District Branch of the Pharmaceutical Society was held recently. Mr. Watkins (president) in the chair. There was a large company. After the loyal toast, the chairman congratulated Mr. Short, one of their former secretaries, on his appointment as a member of the Board of Examiners. Mr. A. E. Breakspear proposed "The Ladies and Visitors," and Mrs. J. E. Archibald replied for the ladies. Dr. A. B. Howitt, M.P. for Reading, said everyone appreciated the work done by chemists, and members of his profession appreciated it doubly. Dr. J. A. Crowther, professor of chemistry at Reading University, also replied. Mr. F. W. Vasey, who was described by the chairman as "the *doyen* of Reading pharmacists," proposed "The Medical and Allied Professions." He said every section of the community would gladly receive any word of praise they could give to the medical profession. He also congratulated the veterinary profession on the work they had done in connection with pure

milk supply and the banishing of tuberculosis. Dr. Sidney Gilford, replying for the medical profession, spoke of the harmony with which doctors and chemists worked in the Reading area. The area was noted for the efficiency and care with which the pharmacists dispensed prescriptions. Mr. J. Bell, M.R.C.V.S., also responded. Mr. J. W. Todd (Camberley) proposed "The Pharmaceutical Society," and in doing so said he represented the great body of unknown pharmacists who were away from the big centres yet who formed an important part of the Society. They had in the Council a number of gentlemen of real value, worth and ability, and several of them were outstanding personalities. He hoped they would form very broad conclusions as to the future of pharmacy and give them real guidance. Mr. E. Saville Peck (vice-president of the Society), in reply, said that the house which they now occupied was limited in accommodation, and every nook and cranny of the building was filled in with all sorts of pieces of work. He hoped they would move into a larger and more dignified house, which they could all look at with pride. The health of Mr. G. Green, secretary of the Branch, was toasted on the proposition of the chairman. The remainder of the evening was spent in dancing.

Sheffield

The premises of Boots, Ltd., Meddlewood Lane, were broken into recently. Fortunately little of value was stolen.

Mr. W. Deacon, member of the Pharmaceutical Society's Council, addressed Sheffield Rotarians recently on "The Romance of Perfumes."

Mr. T. S. Peebles, chemist and druggist, managing director of William Fox & Sons (Sheffield), Ltd., has been elected vice-president of the Sheffield and District Association of Opticians. The newly formed association held a dance at Brincliffe Tennis Club Hall on January 17.

Mr. D. G. R. Comport, until recently home sales manager of the chemical department of Newton, Chambers & Co., Ltd., Thorncliffe Ironworks, Chapeltown, Sheffield, has joined Mr. Stanley Dickson in the business of advertising agent at 178 Savile Street East, Sheffield.

Torquay

Recently the Torquay and District Branches of the British Medical Association and Pharmaceutical Society held a joint meeting, when Mr. H. Treves Brown, B.Sc., gave an address on "The B.P.C., 1934." Dr. D. Cromie (president of the Torquay and District Branch of the B.M.A.), who presided, said it was a happy thought of the pharmacists in convening a joint meeting, and he felt honoured in being asked to preside. The attendance was excellent, the medical profession being well represented. At the close of the meeting numerous questions were asked and a number of useful criticisms made. Dr. Ward complimented Mr. Brown on his address, and said he was impressed by the valuable information contained in the publication. Dr. Collis Hallowes said the B.P.C. was undoubtedly a valuable reference book, but he was not in agreement with some of the facts stated therein. He would like to see more information included in the section devoted to proprietary medicines. Mr. Huxtable and Mr. Quant also spoke. A vote of thanks to Mr. Brown was proposed by Mr. Huxtable and seconded by Dr. Ward. Mr. Quant proposed a vote of thanks to the chairman.

Miscellaneous

VINEGAR PROSECUTION.—At Portsmouth, recently, Kate Hill, Fratton, was fined 10s. for having sold vinegar stated to be deficient in acetic acid to the extent of 35 per cent.

FIRE.—There was an outbreak of fire on January 27 at the premises of Shadforth Prescription Service, Ltd., chemists, 63 Grove Road, Bow, London, E. The damage was not of an extensive nature.

POISON-LICENCE APPLICATIONS.—Irving Todd, Ltd., ironmongers, Esher, have applied to the Surrey County Council for a licence to sell agricultural and horticultural poisons.—An application for a similar licence has been made by Jewett & Selwood to Southampton Town Council.

REIGATE SEES INFRA RED RESULTS.—A meeting of the Reigate, Redhill and District Pharmacists' Association was held on January 24, when Mr. H. Flower gave a lantern lecture on

"Infra Red Photography" by courtesy of Ilford, Ltd. A vote of thanks was proposed by Mr. Sadler.

ALKALI WORKS ORDER (DRAFT).—A draft of the Alkali, etc., Works Order, 1935, has been issued (price 1d.) by the Stationery Office. The Order proposes to extend the list of noxious or offensive gases, and to extend the descriptions of certain works scheduled in the 1906 Act.

IN THE COURTS.—At Hull Police Court, on January 24, Frederick Donovan (50), hawker, was committed for trial on a charge of breaking into the branch of Boots, Ltd., at 314 Hessle Road, Hull.—At Lancashire Assizes, recently, Joseph Clayton (49), labourer, charged with attacking Mr. Robert Fox, assistant to a chemist in Plungington Road, Preston (C. & D., December 22, p. 746), was unable to plead and was ordered to be detained during His Majesty's pleasure.

NEATH CHEMISTS' FESTIVITY.—The Neath, Port Talbot and District Branch of the National Pharmaceutical Union held a dinner before the meeting on January 24. Mr. H. Wynne Jones was in the chair. The meeting was addressed by Mr. Pugh Davies (a member of the Executive). Mr. Davies spoke at length on the activities of the N.P.U. He urged members to take advantage of the various schemes afforded by the Union. The following officers were elected for the coming year:—*Chairman*, Mr. H. Wynne Jones; *Vice-Chairman*, Mr. E. D. Smith; *Secretary*, Mr. Williams; *Treasurer*, Mr. D. Thomas.

CATTLE POISONED.—At Cumberland Assizes, on January 19, John Forrester, farmer, Longtown, sued J. & W. Maxwell, Ltd., merchants, Carlisle, to recover damages for the poisoning of cattle by the use of an arsenical preparation with which he had dipped sheep. Mr. Justice Porter said that if the whole of the material had been shaken, no damage might have been done. Unfortunately, owing to a combination of circumstances, the arsenic got into one place, and, as was admitted, caused damage, with the result that the plaintiff, who was in no way to blame for that unfortunate combination of circumstances, was entitled to recover. Steps had been taken by which such a result would not occur again. His lordship entered judgment for the plaintiff for £180 x6s., with costs.

Irish Notes

Pharmaceutical Society of Ireland

The following are the results of the January Assistants' examinations held by the Pharmaceutical Society of Ireland:—Passed (arranged alphabetically), Eileen Burke, Ellen M. Coghlan, James Connell, Patrick Hickey, Jeremiah O'Donoghue, Cyril J. Staunton, and Ellen M. Wiseman.

British Pharmaceutical Conference

A meeting of the ladies' committee in connection with the British Pharmaceutical Conference meeting at Belfast next June was held on January 23 in the offices of the Pharmaceutical Society of Northern Ireland, Belfast, Mrs. Fred Storey (chairman) presiding. It was reported that the dance in the Plaza had been so great a success that there had been a wish expressed to have a further function of the kind; the committee accordingly decided to arrange for another dance in the month of March, the fixing of the date being left in the hands of the officials. Good progress was reported in connection with the arrangements for the American tea on Wednesday, February 27, from 3 p.m. to 7 p.m.

Brevities

Mr. Stephen MacNamara, Ph.C., is opening a pharmacy at Glenamaddy, co. Galway.

Mr. M. G. Durcan, M.P.S.I., is opening a pharmacy at Bridge Street, Ballina, co. Mayo.

Mr. J. E. Connor, J.P., Ph.C., has been appointed chairman of Newry Education Committee.

A new pharmacy has been opened by Miss E. Carey, Ph.C., at 5 Swords Road, Whitehall, Dublin.

The public analyst for Londonderry reports that he has recently analysed many samples of food and drugs and found them all satisfactory.

The Chemists' Assistants' Branch of the Irish Union of Distributive Workers have decided to support the new policy of

the Dublin and Provincial Retail Drug Association in their present campaign. At the meeting of the special committee of the D. and P.R.D. Association held on January 28, Mr. T. C. Scott (president) in the chair, a deputation from the Chemists' Assistants' Branch was received. The members of the deputation mentioned that it was equally to the interests of the employees, as well as the employers, to prevent the present widespread encroachments upon pharmacy by non-pharmacist traders, and outlined plans by which they could jointly co-operate with the special committee's efforts, to their mutual advantage. Mr. Scott said the special committee welcomed the proposals put forward, and they would receive careful consideration.

The action of the Free State Senate Special Committee in recommending the deletion of Section 17 of the Criminal Law Amendment Bill, which deals with the prohibition of the importation or sale of contraceptives, has called forth vigorous protests. Mr. J. A. O'Rourke, M.C.P.S.I., referring to the matter in the Press, says: "The Special Committee's action appears to be a subtle attempt to wreck a very necessary piece of legislation, and to impede the Government's expressed wish For the past five or six years this business has been kept in check mainly by the efforts of the Council of the Pharmaceutical Society of Ireland, backed up by the Chemists' Assistants' Union. The chemists (with the exception of a few black sheep) not only refuse to sell these wares, but they will not compound prescriptions for them. It seems scarcely necessary to add that the Council of the Pharmaceutical Society of Ireland has had no statutory power, or obligation in the matter. I feel certain that the Dail will not tolerate interference with Section 17 of the Criminal Law Amendment Bill (except to strengthen it). . . ."

Belfast

Mr. Fred Storey, Ph.C., has been elected joint secretary of the Belfast and North-West of Ireland Commercial Travellers' Association. As secretary of the Craigavad, Marino and Cultra

Residents' Water Committee, Mr. Storey has presented a report on the future of the water supply of those areas.

Scottish Notes

Brevities

The Scottish chemists' golf competition will be held at Gleneagles on Wednesday, May 15.

The death is announced of Emeritus Professor Robertson, of the chair of botany at St. Andrew's University.

At Dunfermline Sheriff Court, on January 28, David S. Crawford, grocer, was fined £2, with 21s. 6d. expenses, for having sold lysol. The defence was inadvertence.

Mr. A. H. Tod, M.P.S., has taken over representation of Matthews & Wilson (1931), Ltd., in the territory formerly covered by Mr. F. Noden; he is sole representative for Scotland as from February 1.

The third meeting of the fifty-seventh session of the Edinburgh Chemists' Assistants' and Apprentices' Association was held on January 25, Mr. W. A. Beattie (president) in the chair. Mr. Eric Knott, Ph.C., F.C.S., communicated practical notes on "Incompatibility in Prescriptions." Mr. J. Rutherford Hill, Ph.C., gave a short talk on current events, including alterations and improved accommodation for examination purposes in the Society's house in Edinburgh and the more extended work of providing new headquarters in London. The new examination Regulations about to be issued were also explained. Reference was also made to the new conditions by which the British Pharmacopoeia, 1932, had been compiled and the 1934 edition of the British Pharmaceutical Codex. Movements as to extension of pharmaceutical services by public health authorities and the scheme promoted by the British Medical Association were also explained. Votes of thanks were awarded to Mr. Knott and Mr. Rutherford Hill.

Topical Reflections

By Xrayser

Your Editorial Article

on pharmaceutical machinery and the descriptions of many kinds of apparatus (*C. & D.*, January 26, p. 96 *et seq.*) will arouse the attention of pharmacists, and members of the manufacturing and wholesale trades as well, to the importance of the use of plant of the latest types in the laboratory, whether it be the small one of the retailer or the larger one of the manufacturer. It is a far cry from the state of affairs illustrated by the well-known painting of the laboratory of the seventeenth-century alchemist by Teniers to the huge premises of a big manufacturing house of the present day; during the period covered it has not been so much that the number of medicaments has increased as that their "elegance" has been developed and perfected. The mortar on its stand, with pestle actuated by a rope pulled by an apprentice, has been replaced by grinding and sifting machinery; the old method of filtering by means of a flannel filler-bag has been superseded by the filter-press; the simple machine (not unlike an egg whisk on a large scale) for making emulsions has been superseded by the colloid mill and other machinery. The packing of drugs has also been revolutionised; there are machines for automatically weighing and packing powders; for rapidly filling bottles; and for labelling on a large scale. Many of these are obviously not suited for the pharmacist; it is well to know, however, that plant is available for use in the pharmacy.

I Attended the Dinner

of the Pharmaceutical Society, an account of which you give on p. 89. In many ways it was a brilliant function; the distinguished guests at the top table to the right and left of the president of the Society gave dignity and prestige to the proceedings. The diners included the official side of pharmacy in a full and comprehensive

fashion; the speeches, if somewhat long, were not wanting in eloquence and humour. The correct sentiments were voiced; the good old pharmaceutical shibboleths were decently trotted out. A visitor from Ruritania (to borrow the illustration of a noble lord), dropping into the gilded dining hall and gazing round on the well-dressed and prosperous-looking crowd, might not unnaturally assume that all was well with pharmacy and particularly with official pharmacy. And yet—I detected, in conversation with some of those present, a feeling that all was not well; there was a skeleton at the feast, there was an indefinable atmosphere of distrust and anxiety.

I Agree

with "Ethicus" in his objection to a chemist sweeping in front of his shop (p. 113), not necessarily because he loses dignity by so doing, but because he should be employing himself in a more profitable way. Many chemists in businesses of their own, employing perhaps an assistant or an apprentice, need to distinguish between the tasks they can do profitably and those that should be relegated to a junior. I recall one pharmacist of the old school who insisted on weighing out and wrapping up Epsom salts, although there were several days' booking to be done and he was invariably late in getting out his accounts at the end of the quarter. Pharmacy to-day calls for the best efforts from those who practise; and if the pharmacist will keep abreast of what is happening in pharmaceutical politics, in pharmacy itself, and in the business side of the calling, not forgetting to keep up his knowledge of such side-lines as photography and optics, he will have no time in his all too short day to wash bottles or pack drugs. Such jobs should be given to the lower salaried assistants or to the apprentices. A friend of mine tells me that it pays him to spend a large portion of his time in talking to his customers and in selling them goods: he wastes no time in packing drugs or putting up his own proprietaries.

Legal Reports

Conspiracy to Defraud.—At the Central Criminal Court, on January 24, the hearing of the case against Simon Parnes (43), described as a machinist, and Emanuel Barling (29), traveller, charged with conspiring together and with other persons unknown to cheat and defraud such traders as might be induced to supply goods on credit to S. Parnes (*C. & D.*, January 26, p. 85) was concluded. There were also charges of obtaining goods on credit by false pretences. The defendants were found "Guilty." A police officer stated that Parnes was born in Austria. Barling had been to South Africa on account of ill-health, and had been employed as the manager of a chemists' sundries business in that country. The officer understood that Barling wished three other offences to be taken into consideration. Judge Dodson, in passing sentence, said that the two men had been found "Guilty" after a most careful and patient trial. Over a period of twelve months they were trading when they must have known of their position. The Judge said he would make no order for deportation, but sentenced Parnes to twelve months' imprisonment. Barling, whom the Judge described as the instigator of the fraud, he sentenced to fifteen months' imprisonment.

Irregular Sale of Poison.—At Kilcormac District Court, recently, Superintendent Higgins summoned Miss B. Kenny, Main Street, for having kept open her medical hall for the sale of poisons, such premises not being in charge of a qualified chemist. Mr. Walshe, for the defendant, said she was not the proper person to prosecute. The business was run by a limited liability company of which Miss Kenny was a director. Mr. Kennedy, State solicitor, said under the Pharmacy Act (Ireland), 1875, as amended by the Act of 1890, every chemist must manage his own shop, and if the owner was not a qualified chemist he must employ a qualified chemist to manage it for him. Sergeant Skehan, giving evidence of purchase, said he was quite definite as to what name was on the door of the defendant's shop; there was a notice that prescriptions were compounded there. Mr. Patrick Lennard, in evidence, said he was a qualified assistant. Miss Kenny's place was run as a medical hall. Miss Kenny warned him not to sell poisons, and locked them all up and kept the keys. The Justice said there had been an offence, however trivial. He would apply the Probation Act and dismiss the case, but he hoped it would have the effect of urging Miss Kenny to greater efforts to secure a fully qualified chemist.

Allegations Withdrawn.—In the King's Bench Division of the High Court of Northern Ireland, Belfast, on January 31, the case of Badger and Others v. "The Irish Wheelman" Printing and Publishing Co., Ltd., Terminus Chambers, 6 Holborn Viaduct, London, came before the Lord Chief Justice. The action was one to recover damages for libel alleged to have been contained in a letter published in "The Irish Chemist and Druggist," of which the defendants were the proprietors (*C. & D.*, December 22, p. 749). Plaintiffs were the members of the Council of the Pharmaceutical Society of Northern Ireland as on January 1, 1934. The Attorney-General, who appeared for the defendants, said his lordship would not be troubled with the action, which was one for libel. It arose from a letter from a correspondent who, the defendants thought, was perfectly well informed with reference to matters relating to the Society. Unfortunately, there were two passages in the letter in which there were serious reflections on the way in which the Society was carried on. On behalf of the defendants he admitted that these suggestions were entirely unwarranted. There was no question about that. The plaintiffs were entitled to have the matter completely denied and to have the reputation of their Society and their officials cleared. He now wished to express regret for the publication. The plaintiffs were not asking for damages, and no order would be necessary, except an order as to costs which would be paid by the defendants.

Mr. Murphy, K.C., for the plaintiffs, accepted the apology. He said it was an anonymous letter, and it was a pity that a letter containing such imputations on a very honourable and distinguished body of men should have been published. In the circumstances, however, the allegations having been unreservedly withdrawn, the plaintiffs did not seek damages. The only order he would ask would be an order for taxation of costs. His lordship made an order accordingly.

Income-Tax Appeal Judgment.—That the Pharmaceutical Society of Ireland is not a body established for charitable purposes only was held by Judge Davitt, at the Dublin Circuit Court on January 30, when he held against the Pharmaceutical Society in their appeal against the findings of the Special Commissioners of Income Tax. The Society appealed against assessments made in respect of investments, on property, fees received for examinations and fees received from the Society's Schools. The case was heard before Judge Davitt on June 6, 1934 (*C. & D.*, 1934, I, 670).

Judge Davitt said: In my opinion the object of the Pharmacy Act of 1875, broadly stated, was to ensure that only properly qualified persons should by law be permitted to sell, or keep open shop for the retailing, dispensing or compounding of poisons and medical prescriptions. Prior to the Act apparently only legally qualified medical practitioners and licentiates of the Apothecaries Hall could legally carry on these functions. For a person to bring himself within one or other of these classes required qualifications over and above what was considered necessarily sufficient in the case of a person intending only to sell, retail, compound and dispense poisons and medical prescriptions, with the result that the supply of properly qualified persons was insufficient to meet the demand. The Legislature therefore decided to provide for the creation and continued existence of a further class, or further classes, of properly qualified persons, viz., pharmaceutical chemists and chemists and druggists. Accordingly the Pharmaceutical Society was constituted and given the necessary powers, including powers to provide for the examination of persons desiring to become pharmaceutical chemists or chemists and druggists, their registration as such when successful, and the proper keeping of the Register, including the power to erase a name from the Register in a proper case. Provision was made constituting it an offence for any person other than a properly qualified person to sell, or keep open shop for the retailing, compounding or dispensing of poisons or medical prescriptions. The general administration of the Act was placed in the hands of the Society.

The effect of the Act undoubtedly was to continue and extend the monopoly which existed in the business or profession of compounding, dispensing and selling poisons and medical prescriptions. This was so obvious and inevitable a consequence of the Act that the Legislature must be considered to have intended it, and in my opinion it is difficult, if not impossible, to say that the continuation and extension of such monopoly was not one of the objects, and indeed the main object, which the Pharmaceutical Society was by the Act deputised to achieve. It is as if the Legislature said: "The public must be provided with adequate facilities for having their medical prescriptions compounded and dispensed, and for the purchase of poisons in certain cases. The only practical way to do this, and at the same time to safeguard the public from the harm likely to result from the inexperienced or ignorant handling of poisons, or compounding or dispensing of medical prescriptions is to create a monopoly in this class of business. Let us therefore create that monopoly and confer it upon a limited class of individuals, namely, those who by study and practice attain a degree of knowledge and proficiency which we will consider sufficient." Considering the matter in this way it appears to me that the case falls within the class of cases of which the General Medical Council v. Commissioners of Inland Revenue (h.t.r. 139, p. 225) is an example.

I am not prepared to hold that the Pharmaceutical Society is a body established for charitable purposes only; that their income is applicable, and has been applied to charitable purposes only, or that it is accordingly entitled to exemption from income tax.

As regards the income derived from the conduct of the School for the preparation of candidates for the Society's examination, I am of opinion that this is income derived from the carrying on of a trade, within the meaning of Section 237 of the Income Tax Act, 1918.

Mr. F. Monks, B.L. (instructed by Mr. John J. Gaynor, solicitor), who appeared for the Pharmaceutical Society, said he wished formally to express dissatisfaction with the decision, so that the matter might be kept open. He would like to leave it in that position until his clients had an opportunity of considering the decision. Mr. W. Porter, B.L., appeared for the Revenue authorities.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

JOHNSON & McDUGALL, LTD. (P.C.).—Registered in Edinburgh. Capital £700. Objects: To carry on the business of surgical and other instrument and appliance makers and dealers, etc. R.O.: 141 Bath Street, Glasgow.

BELVEDERE DEVELOPMENT CO., LTD. (P.C.).—Capital £25,000. Objects: To carry on any business of The Rubber Regenerating Co., Ltd., or The Belvedere Chemical Co., Ltd., and to adopt an agreement with The Rubber Regenerating Co., Ltd. R.O.: Westinghouse Road, Trafford Park, Manchester.

HYGIENIC AUTO SUPPLIES, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of opticians, chemists and druggists and to manufacture or acquire all kinds of automatic machines for the purpose of selling and/or distributing the company's goods, etc. Solicitors: Charsley & Reynolds, 11 Mackenzie Street, Slough.

CÉLENE (MISTLEY), LTD. (P.C.).—Capital £1,000. Objects: To acquire the world rights in Dr. Willoch's Hair Tonic from Florence M. Jackson, E. M. Jackson and W. H. H. Brooks, and to carry on the business of perfumers, manufacturers and vendors of perfumes, hair tonics, and toilet accessories, etc. R.O.: Célene House, Mistley, Essex.

KAYE CHEMICALS, LTD. (P.C.).—Capital £2,000. Objects: To acquire any invention or receipts relating to processes of manufacturing and the rights to manufacture and deal in any medicinal preparations and prescriptions, medical and surgical goods, instruments and appliances, etc. Solicitors: Forsythe, Kerman & Phillips, 9 Carlos Place, Grosvenor Square, W.1.

LIVACON, LTD. (P.C.).—Capital £1,000. Objects: To acquire from Barnett E. Manton the benefit of the trade mark "Livacon" No. 541,473, registered in Class 3, and the goodwill of the business connected therewith, and to carry on the business of pill manufacturers, herbalists, chemists and druggists, etc. Barnett E. Manton, 2 High Street, Crayford, Kent, director.

SHALLCROSS BROS. & CO., LTD. (P.C.).—Capital £1,000. Objects: To adopt an agreement with Arthur Shallcross, senr., and Arthur Shallcross, jnr., and to carry on the business of manufacturers of, dealers in and agents for all kinds of chemicals, soaps, mordants, sizes, bleaching compounds, etc. Arthur Shallcross, senr., 25 Brownsville Road, Heaton Moor, Stockport, director.

HEIGHTS LANE PHARMACY, LTD.—At a meeting held in Leeds recently it was resolved that this company be wound up voluntarily. Mr. H. Lupton, 28 Bond Street, Leeds, was appointed liquidator.

BORAX CONSOLIDATED, LTD.—Dividends for the financial year ended September 30, 1934, declared on the deferred ordinary shares at the rate of 2½ per cent. and on the non-cumulative preferred ordinary shares of £5 each at the rate of 6 per cent.

TIMOTHY WHITES & TAYLORS, LTD.—Timothy Whites, Ltd., having acquired the controlling interest in Taylors (Cash Chemists), London, Ltd., and Taylors (Cash Chemists) Trust, Ltd., have changed their title to Timothy Whites & Taylors, Ltd. (C. & D., January 5, p. 6). The registered office of the company has been transferred from 55/56 Pall Mall, London, S.W.1, to 30 Chandos Street, Portsmouth.

COMPANIES DISSOLVED.—Notice has been given in "The London Gazette" that the names of the undermentioned companies have been struck off the register and the companies dissolved:—Bolsover Chemical Co., Ltd.; Frank's Pharmacies, Ltd.; Glisocod Laboratories, Ltd.; Hayfield Chemical Co., Ltd.; Johnson's Drug Stores (Hackbridge), Ltd.; Powder Perfumes, Ltd.; Regal Chemicals & Industrials, Ltd.; Sciential Disinfectants, Ltd.; Thawpitt Developments, Ltd.; Trujoy Soap Co., Ltd.; W. H. Daele and L. L. Banks, M.P.S., Dispensing Chemists, Ltd.

Voluntary Liquidations

Cottee, Ltd., 96 Devonshire Street, Sheffield, chemists and druggists. The statutory meeting of creditors was held recently at Sheffield, when the statement of affairs disclosed ranking liabilities of £1,399 14s. 5d., of which £1,040 4s. 9d. was due to the trade and £359 9s. 8d. to cash creditors. There were also fully secured creditors for £302. After allowing £35 3s. for preferential claims the net assets were £737 17s., or a deficiency, so far as the creditors were concerned, of £661 17s. 5d. The assets comprised: Stock, £590, estimated to produce £390; fixtures and fittings, £85, expected to realise £40; sundry debtors, £30; and surplus from fully secured creditors, £313. The deficiency as regarded the shareholders was £692. The fully secured creditors' claims arose in respect of hire purchase transactions. The position was attributed to loss on the radio department, the chemist business having shown reasonable profits. A resolution was passed confirming the voluntary liquidation of the company, with Mr. F. E. Bendall, of Messrs. Poppleton & Appleby, Birmingham, and Mr. A. Rosenberg, accountant, of Sheffield, as joint liquidators, with a committee.

Atomisers, Ltd., 17 Gt. Pulteney Street, London, W.1. The statutory meeting of creditors was held recently at the above address, when Mr. C. B. Millett, managing director of the company, presided. A statement of affairs was submitted which disclosed liabilities of £8,375 12s. 2d., of which £2,417 4s. 7d. was due to unsecured trade creditors; rent due and sheriff's charges amounted to £70 14s. 6d.; there was a loan and interest totalling £3,872 13s. 10d.; and the bank overdraft amounted to £2,014 19s. 3d. The assets comprised cash in hand, £1 15s. 4d.; book debts, £1,627 3s., expected to realise £135; stock in trade, £1,502, put down at £500; fixtures and fittings, £50, expected to realise £20; plant and machinery, £69, estimated to produce £10; tools, £101, valued at £15; and patent, £751, expected to realise £100; making total assets of £781 15s. 4d., from which had to be deducted preferential claims of £39 10s. 8d., leaving net assets of £742 4s. 8d., or a deficiency of £7,633 7s. 6d. It was reported that the company was incorporated on August 4, 1933, with a nominal capital of £1,000. The first nine months of the company's existence was mainly experimental. The returns for the first year showed a turnover of £1,083, there was a gross profit of £220, and a net loss of £3,482. No accounts covering the period from August 1934 were available, but it was estimated that a loss of about £3,000 had been incurred. The creditors passed a resolution confirming the voluntary liquidation of the company with Mr. E. H. Hawkins, I.A., of Messrs. Poppleton, Appleby & Hawkins, 4 Charterhouse Square, E.C.1, as liquidator of the company, with a committee of inspection.

Bankruptcy Report

Re Skone Rees Morris, 4 Sterry Road, Gowerton, Glamorganshire, chemist and druggist. The public examination was held at the Law Courts, Swansea, recently. It was reported that the gross liabilities were £3,240, of which £2,787 7s. 2d. was expected to rank for dividend, and there was a deficiency of £2,020 15s. 5d. In reply to the Official Receiver debtor said he had been in business since 1908. Debtor carried large stocks, part of which became obsolete and valueless. He borrowed money and in 1929 was owing his mother £1,000, whilst from other relatives debtor had had loans totalling £923. He had to surrender insurance policies on which he had paid heavy premiums. The examination was closed subject to the signing of the notes.

Gazette

Partnership Dissolved

RILEY, J. S., SMITH, H. W., and DENNISON, H., Brighton Mills, Heckmondwike, manufacturing chemists, under the style of The Brighton Chemical Co., so far as concerns H. W. Smith.

Bankruptcy Acts

ADJUDICATION

LEVER, C. L., 180 Lord Street, Southport, and formerly carrying on business at 4 Plaza Buildings, Ainsdale, Lancaster, chemist.

Pharmaceutical Apathy

A Liverpool Discussion

AN appeal to pharmacists to throw off the spirit of apathy formed the theme of Mr. G. L. Clubb's presidential address to the Liverpool Chemists' Association on January 24. In the course of his address Mr. Clubb said:—

If there is one subject which has been discussed *ad nauseum* in the pharmaceutical Press, it is the perennial one of "What is wrong with pharmacy?" Every writer on the matter has fulminated against the encroachment of outside traders on our livelihood. The menace of the multiple stores, the competition of charitable and municipal clinics are very old stories. The inexcusable destamping policy initiated by patent-medicine manufacturers is intended to swell their already enormous profits by taking advantage of our statutory exemption, without giving us any but the very smallest proportion of the money so saved. These examples which have been so constantly decried are merely the symptoms of a disease, and that disease is one which affects our own body. Possibly progressive psychological specialists could tell us that it is widely spread over the whole of the human race.

It is, in a word, apathy. We simply "don't want to be bothered." It is apathy which prevents success in the running of any schemes for the betterment of the conditions in which humanity exists. It is not my purpose to-night to discuss any manifestation except as it affects our own profession. It is apathy that causes only approximately 30 per cent. of the members to vote in a pharmaceutical Council election, and we have only ourselves to blame if we do not get the sort of Council we want—and, quite definitely, we don't! The recent dog-fight in London on the question of the purchase of the Brunswick Square site could not have been a particularly edifying exhibition to the non-pharmacist members of the Council. The chief protagonist made some quite good points, but the whole impression gained from the reports in the Press tends to make one wonder whether he was suffering from some slight, real or imaginary.

I have great admiration for the efficiency with which some multiple-shop systems are run, but I must permit myself a criticism of some of their advertising methods. I feel strongly that some action can and should be taken by our Society to put an end to this propaganda. It would not be permitted in legal or medical circles; now that we have compulsory registration the Society's Council is quite strong enough to stop it, and I suggest that the Liverpool Chemists' Association might do worse than send a firm demand to the Council that action be not only considered, but taken.

It was apathy which caused the very fine N.P.U. publicity scheme to fizzle out. It is apathy which gives us such a poor, although, of course, very select, attendance at our Chemists' Association meetings. I am well aware that the non-attenders, if they take the trouble to think at all, will say that they are not catered for. My reply to them is, "Shake off the sloth of inertia, come and criticise, tell us what you want, and if you don't get it, then just raise steam about it." The Council of this Association is often criticised as a collection of old fossils with preconceived ideas. While not admitting that this is true, I would point out that the remedy, if required, is in the hands of the 300 members. They can, if they desire, nominate and elect an entirely fresh Council and fresh set of officers, but have they ever done it? Of course not.

Another symptom of the disease is lack of loyalty to each other. If the chemists of Liverpool united, they could formulate schemes and agreements which would not only definitely increase their individual material prosperity, but would also restore that spirit of enthusiasm for their profession which is in danger of being lost. Instead of loyalty, what have we? The ludicrous spectacle of every man for himself, ruthless competition with one's neighbour, price reductions in practically everything the price of which is unprotected. One word to our friends the wholesalers. Their business depends, in the main, on this support of the private chemist. It is not in their best interests to antagonise him by the indiscriminate supply of chemists' goods to outsiders, whether they are in business or just ordinary members of the public. The granting of long credit terms to people without capital who open redundant pharmacies in competition with old established businesses is

bad business policy, leading to a multiplicity of accounts without real expansion of business, and in many cases to grave financial loss. This financial loss is, of course, an overhead expense which has to come out of the profits of more legitimate trading. This increase of overheads in its turn means higher wholesale prices and ultimately increases the difficulty of successful competition with the chain stores.

What is the remedy for this fearful condition in which we find ourselves? It is getting together; meeting and discussing with a view to real co-operation with each other. The publicity scheme of the N.P.U. has fallen through, unfortunately. Is there any prospect of starting a publicity scheme for Liverpool and district? A joint effort by the chemists of Liverpool, wholesale and retail, working together, could work wonders if energetically pursued, and pharmacy could come into its own even yet. But the first essential is a radical change in the attitude of the individual chemist.

Vote of Thanks

MR. L. MORETON PARRY moved a very hearty vote of thanks, despite the fact that their president had said some harsh things about the Council of which he was a member. But it was not permissible to criticise the presidential address. They would all remember the bright way in which the president had dealt with this apathy on the part of chemists. It was a very fine thing to find that the younger chemists of Liverpool took an interest in pharmaceutical affairs. What was their future going to be? He suggested that they would have to keep abreast of modern science if they were to give the public the service they were entitled to expect. The pharmacist of the future would have to be trained in newer and more modern methods than they had been trained to. That was a problem that the younger members of the Society would have to face, and he felt sure that they would rise to the situation.

MR. H. HUMPHREYS JONES, seconding the vote, remarked on the fact that Mr. Clubb was following in the steps of his father, Mr. W. H. Clubb. He remembered only two previous occasions in the history of the Association when such an event occurred. One was their late president, Mr. Harold Wyatt, who followed the example of his father, and the other was the case of the two Abrahams.

MR. W. H. CLUBB, remarking on the great pleasure it gave him to see his son in the post he himself once occupied, said that the question of encroachment by other trades was at least 100 years old, for at a meeting held in Manchester almost a century ago a serious discussion on the self-same topic took place.

In thanking the speakers, THE PRESIDENT remarked that he thought apathy was merely habit and the remedy was to take oneself in hand. His plea was that the pharmacist should put his own house in order.

Other Business

Prior to the ordinary business of the meeting, MR. H. HUMPHREYS JONES and MR. L. MORETON PARRY paid a moving tribute to the qualities of the late Mr. J. H. Robinson.

In the course of his annual report, the secretary remarked that the past year had been a difficult one, but the pharmacist had had his share of the prosperity that was going. The treasurer's report showed that there was a deficit of £8 13s. 11d. instead of the usual balance in hand.

THE PRESIDENT remarked that one gratifying feature of the report was that there was an increase in membership. He paid a tribute to the considerable amount of work the treasurer had to do.

The following alterations to rules were agreed upon after a short discussion:—Rule 6 to be: "The members shall elect for themselves a president, vice-president, treasurer and secretary at the annual meeting in April," etc.; Rule 7 to be: "The annual meeting of the Association shall be held during the month of April," etc.; Rule 9 to be: "The ordinary meetings of the Association shall be held at such times as the Council shall determine. At these meetings the regular business," etc.

THE PRESIDENT said he must thank Mr. John Rae very much for the great service he had rendered the Association during the last seven months in filling very ably the breach left in their ranks by the loss of Mr. Harold Wyatt. He proposed a very hearty vote of thanks to Mr. Rae for his service. This was carried with acclamation.

In thanking Mr. Clubb and the Association, MR. RAE expressed his thanks to the officers and members for the unstinted help and loyalty they had given him.

Mr. John Rae was re-elected *Vice-President* and Mr. W. E. Humphreys *Secretary* in place of Mr. Alec Rae, who was unable to continue owing to pressure of work. MR. H. HUMPHREYS JONES paid a tribute to the work Mr. Rae had done as secretary. MR. L. MORETON PARRY, supporting, said that both Mr. Rae and his brother had worked particularly hard on behalf of the Association.

Mr. H. S. Hughes was re-elected treasurer, Messrs. J. S. Emlyn and G. S. Wilson auditors, and the Council was re-elected.

Mr. R. CLITHEROW appealed for a united effort on the part of all qualified chemists in the Liverpool area to support the Association. He further moved that all chemists in the local area should be approached with a view to making the closing hour generally 7.0. He suggested that the doctors should also be approached with a view to seeing whether it would not be possible for them to help by ordering all N.H.I. prescriptions to be brought in by 7.0. Another point he suggested was that doctors should be asked to co-operate by making their half-days coincide. Following further discussion an amendment by MR. L. MORETON PARRY, "That the Council should be instructed to consider the matter and call a meeting for the purpose of discussion," was adopted.

Pharmaceutical Society of Great Britain

Edinburgh Evening Meeting

(Concluded from the C. & D., January 26, p. 88)

THE CHAIRMAN said they were pleased to welcome again Dr. Ludlam. He had been good enough to come again to give some information on the further recent developments and on the significance of these discoveries in relation to chemical science. He had pleasure in calling upon Dr. Ludlam to give his address on

Heavy Hydrogen and Twentieth Century Chemistry

By ERNEST BOWMAN LUDLAM, M.A., D.Sc.

[ABSTRACT]

THE chemistry of the nineteenth century was the chemistry of atoms of matter and atomic weights, and the physics of the century was the physics of matter and ether. The chemistry and physics of the twentieth century go deeper for their foundations and are based on the electron and proton, the positron and neutron, the atom of action and quanta of energy. The twentieth century opened with the revolutionary ideas of Planck, that energy multiplied by time is atomic, and the unit of this time-energy, the quantum of "action," has become fundamental in physics and chemistry. The law of the conservation of matter is extended by the discovery of the law of the transformation of matter into energy, the energy-equivalent of matter being mass multiplied by the square of the velocity of light. The study of positive rays produced when the atom of an element loses an electron led, in the hands of Aston, to the discovery of a host of isotopes of the common elements, of which by far the most important is heavy hydrogen, now given the distinctive name of "deuterium." In 1927 a mere suspicion of a possibility arose because of a discrepancy in the results obtained between chemists and physicists for the mass of the hydrogen atom—a discrepancy revealed by the unassailable accuracy of the workers in both fields. For the spectroscopists had found that the oxygen atoms in the air were not all sixteen times heavier than hydrogen, but that one in 630 was eighteen times heavier. Urey, in New York, took the suspicion seriously and examined the light emitted by hydrogen excited by an electric discharge. His search was successful. The fundamental problems which

are being greatly advanced by its discovery are (1) the theory of the nucleus leading, we hope, to a new periodic law based on nuclei comparable with that based on electron distribution; (2) the internal energy of molecules, chemical affinity and rates of chemical change; (3) interchange of elements in compounds, molecular configuration, modes of chemical decomposition; (4) surface reactions; and (5) bio-chemical change. The nucleus of hydrogen contains just one proton; that of deuterium one proton and one neutron (so we suppose). When these atoms are flung with enormous velocity against other atoms they produce disruption, and from the study of the fragments our knowledge of nuclei is being greatly enriched; new isotopes of short life radio-active elements are being discovered. The study of the capacity for heat of hydrogen and deuterium molecules at very low temperatures shows that both of them exist in two forms called ortho and para, differing in the relative direction of spin of the two nuclei. Based on this knowledge, calculations of chemical equilibria and their variation with temperature can be made from purely physical data. The spectra of the molecules enable us to calculate the energy of rotation of the molecules and the energy of their vibration, and from these we know the permanent, or zero-point, energy which cannot be removed even at absolute zero. This zero-point energy has been shown to account for the difference in rate of chemical changes in which hydrogen and deuterium are reacting. Hydrogen and deuterium have been made to replace each other in many compounds, and in this way become "labels" which can be attached to certain atoms and show by what routes the various changes have progressed. One-third of the century has passed, crammed with discoveries quite undreamable at the end of the nineteenth century. No one can doubt that enormous progress lies ahead.

The address was illustrated by models and lantern slides.

Discussion

THE CHAIRMAN said he felt sure they would all agree in saying that Dr. Ludlam had made the subject even more interesting and attractive than ever.

DR. MILNE said he felt greatly indebted to Dr. Ludlam for his wonderful exposition of a great subject, and it was therefore with great pleasure that he rose to move a vote of thanks.

THE CHAIRMAN, in conveying the vote of thanks, said they had noticed in the public Press a handsome monetary bequest to the University of Edinburgh, and they would hope that this might be so utilised as to enable these great researches to be continued there.

DR. LUDLAM acknowledged the vote of thanks.

ASSAY PROCESS DISCUSSION.—MR. E. J. SCHORN, Ph.C., informs us that the process suggested by him, during the discussion on "The Assay Process for Potassium Iodide in Liquor Iodi Fortis, B.P., and Liquor Iodi Mitis, B.P." (C. & D., January 26, p. 88), should have been given as follows:—

Determination of Iodine, Hydriodic Acid and Potassium Iodide in Admixture

Iodine: Titrate 10 mls with 0.1N $\text{Na}_2\text{S}_2\text{O}_3$ as per B.P. Reading = *a* mls.

Hydriodic Acid: After titration of iodine (above), add neutral iodide/iodate mixture and titrate the liberated iodine with 0.1N $\text{Na}_2\text{S}_2\text{O}_3$. Reading = *b* mls.

Potassium Iodide: Titrate 10 mls with 0.05M KIO_3 as per B.P. Reading = *c* mls.

Calculations:—

$$\% \text{ Iodine (free)} = a \times 0.12694.$$

$$\% \text{ Hydriodic Acid} = b \times 0.12795.$$

$$\% \text{ Potassium Iodide} = (c - \frac{a}{2} - b) \times 0.166.$$

$$\% \text{ Iodine (originally used)} = (a + b) \times 0.12694.$$

HAVE YOU HEARD THIS ONE?—A student in college was dumb, but to the surprise of everyone he passed a special examination in chemistry. The chemistry professor was asked about it, and he said "I decided I would let him pass if he answered 50 per cent. of the questions correctly. I asked him two questions. The first was 'What colour is blue vitriol?' He answered 'Pink.' That time he was wrong. The other was 'How do you make sulphuric acid?' He answered that he didn't know. That time he was right."

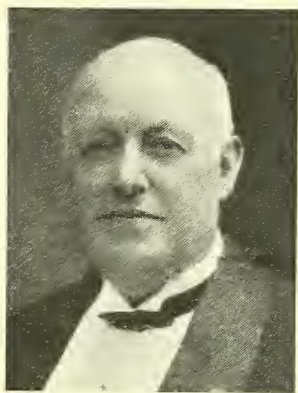
Half a Century in the Drug Trade

By George Hampton, M.P.S., Coventry

I WAS born in 1868, apprenticed in 1885, and have completed fifty years in the drug trade; as far as I can see, I am condemned to hard labour for life, or at any rate until I qualify for the old age pension or become an annuitant of the Benevolent Fund of the Pharmaceutical Society.

As the Irishman said, "Before I speak I want to say something," namely, that if any words of mine cause offence, I apologise beforehand; I wish them to be taken not personally but generally. I intend to be purposely provocative, give expression to my personal opinions, and by so doing hope to infuse life into the dry bones of decaying pharmacy.

I was apprenticed in 1885 for four years to Mr. T. W. Garland, Ph.C., of Cannock, Staffs (who, by the way, is still actively conducting his own business). After completing my apprenticeship, I had experience as an assistant in Birmingham, Leicester and London before commencing business for myself in 1894 at Reading. I sold that business after a few years, and afterwards bought a business in Leicester, then later purchased one in Smethwick, and finally settled in Coventry in 1931, where I expect to spend the rest of my life. Between 1898 and 1913 I spent several years on the road as a "commercial," so that you will see I have been a rolling stone, consequently gathered no moss (but a fine polish on the top of my head): hence my still being a poor man in a small way of business.



MR. GEORGE HAMPTON

Trade Simpler in the Past

The drug trade in the past was much simpler than at the present time; there were fewer articles stocked, and prices did not fluctuate as they do to-day. During the whole of my apprenticeship the prices of many articles never altered; for instance, spt. æther. nit., spt. ammon. aromat., tr. rhei co., tr. camph. co. and tr. opii were always sold at 4d. per oz. Travellers had an easy time—simply collected orders (at their list prices), had dinner or tea with us according to their time of calling, which times were as regular as the clock. The same men called for years—for instance, John Platts of Southalls, Frank Fletcher of Wyleys, Jack Palmer of S. Maw, Son & Thompson. There were few patent medicines on the market, and little dispensing, consequently chemists developed a good sale for their own specialties, simple drugs and domestic remedies. We made our own pills, seidlitz powders, tinctures, etc. During the whole four years of my apprenticeship, I spent every Monday making pills, for which there was a big sale. Tablets have since displaced them to a very great extent.

About the period 1885 to 1890 stores here and there began to extend their borders; Boots of Nottingham, Hedges of Birmingham, Hodder of Bristol, Wands of Leicester, and Groves of Walsall come to my mind. For several years the chemist ignored cutting, until at last he was compelled to fall into line. Some prices I remember are: Carter's Pills 9½d.; Doan's & Williams' rs. 11d.; Pears' Soap 3½d., two for 6½d.; tinct. opii., spt. æther. nit. and tinct. camph. co. 2½d. per oz.; Blaud's pills 1-gross boxes 3d. (bottles 4½d.); cascara tablets 25 for 1½d.; dispensing, 6-oz. mixture 8d., 8-oz. 10d.; and so the game went on, until it was impossible for the small man to make a living.

In 1896, when cutting was at its height, the Proprietary Articles Trade Association came into existence, an idea formulated in the brain of a small chemist in the East End of

London, the late Sir William Glyn-Jones, who had suffered considerably at the hands of the cutters. The younger members of the trade naturally cannot appreciate to the same extent as we older men do what the advent of the P.A.T.A. meant. The debt we as a craft owe to Glyn-Jones can never be paid, and it gives me great pleasure to pay tribute to his memory. He died in harness (as he would wish) comparatively young and by no means a rich man. He was a born fighter; I crossed swords with him on many occasions, but we always remained friends. I liked Glyn-Jones, the man, better than I liked Sir William Glyn-Jones, barrister and M.P.; for after he had learnt the subtlety of the lawyer and the diplomacy of the Parliamentarian he, in my opinion, lost his appeal as a speaker. He was a sociable being, and could tell a good story; and I shall always have pleasant recollections of him and gratitude for what he did for the drug trade.

In 1913 the Insurance Act came into force after being introduced as a bill by the Right Hon. Lloyd George in the previous year. This was the first time that dispensing was legally separated from prescribing, and chemists were hopeful that the principle would be extended to all dispensing, but to-day we are further off than ever from that desirable end. My opinion of the medical profession (so-called) is not very high. A man who sells goods is a tradesman; therefore the medical man who dispenses (that is, sells) medicine is simply a tradesman. A medical man's duty is to prescribe, for which he is trained, and not to dispense, for which he is unqualified. What would a medical man think of an architect who, in addition to drawing a plan, made bricks and mixed mortar?

It is full time that prescribing was separated from dispensing, in the interest of medical men and pharmacists, and for the safety of the public. It is not right to allow the man who makes up the medicine to sign the death certificate. Insurance dispensing should command better remuneration (6d. per prescription at least) and we pharmacists should not be expected to take back empty bottles; they should be bought by the patient. I would like, while on the subject of insurance dispensing, to protest against the practice of a few members of the craft of putting a label on the top of another pharmacist's label. I have seen as many as six labels on one bottle. Personally I make a practice of scraping off all labels, even when selling twopennyworth of camphorated oil.

When the Insurance Act came into force, it was expected that the patent-medicine trade would diminish, but my experience is to the contrary. More are sold to-day than at any other period in the history of the trade. This is due to the fact that some medical men prescribe them, in many cases to save writing a prescription; again, great syndicates are financing them and by extensive advertising induce the public to buy, and compel the pharmacist to sell, resulting in the loss of sales of drugs and simple remedies which he used to sell in the past with profit to himself and benefit to his customers. The destamping of patents is a retrograde step, and I cannot imagine the Board of Customs allowing it to go on when it is fully realised the loss this means to the Exchequer.

Were I a Dictator

Were I a dictator, I would prohibit the sale of so-called patent medicines altogether. I would restrict the dispensing of prescriptions and sale of all medicines to the pharmacist. All formulas should be strictly in accordance with the B.P. and B.P.C. I would not allow the repeat of any prescription without the sanction of a medical man. I would limit the number of pharmacies (one man one shop) so that the pharmacist could make a living by his calling, the dispensing of medicines and the sale of drugs. I would limit the number of apprentices entering the trade, so that the supply would not exceed the demand. I would compel the pupil to pass his examinations, say at eighteen years of age, and then be apprenticed in a properly equipped pharmacy or hospital dispensary. I would insist upon wholesale houses having a qualified man in charge of each department, and all their travellers should

also be qualified. This would mean absorbing many men from the ranks of the unemployed, inspire confidence, and give dignity to the wholesale, which it greatly lacks at present.

At the moment these suggestions are not practical. Small limited companies are being formed in every district, by unqualified men covered by qualified men to their shame and injury. I would strike a man off the Register for unprofessional conduct who sells his certificate to either a large or small company. Disloyalty has been the ruin of the drug trade—in the first place by the wholesalers supplying the unqualified, and secondly by the qualified selling their certificates. Disloyalty by members of the craft also brought into being the selling of drugs in hucksters' shops, as to my knowledge many qualified men supplied them with their own packed lines. Ruskin said "Competition is Death, Co-operation is Life." Numbers of companies have amalgamated (co-operated) because competition is killing them. This process will go on until they will all have to combine, and I predict that within twenty years the whole lot will be absorbed by Boots, because of their better organisation and manufacturing facilities. I should like at this point to protest against members of the Council of the Pharmaceutical Society joining the boards of limited companies trading as chemists. "Pharmacy for the pharmacist" is my slogan; the Pharmaceutical Society is intended to look after the interests of the individual pharmacist, whereas these councillors are interested in company pharmacy. I certainly shall not vote for them at the next election of councillors.

I have just predicted that Boots will absorb all the other companies; when this is an accomplished fact, then will begin the tug of war, Boots versus the "co-ops.," and I make a further prediction that the "co-ops." will win. The signs of the times point that way. Private trading is going fast, much

as I deplore it, and I believe that in fifty years' time there will not be a private trader in the country. One great co-operative concern will manufacture and control the distribution of every class of goods. Nationalism will give place to internationalism: the Commonwealth of Nations will be an accomplished fact. Eventually we shall have a permanent National Government acting in co-operation with other nations. How will this affect us as pharmacists? We, together with medical men, will become civil servants; national hospitals will replace voluntary hospitals; patients will not be nursed at home; medicine will be preventive instead of curative. Hours of labour will be lessened; this is taking place to-day.

During the last thirty years I have been actively engaged in many associations connected with the drug trade. I have been president of Leicester and Leicestershire Pharmaceutical Association; president of Smethwick Pharmaceutical Association; president of West Bromwich Pharmaceutical Association; president of Birmingham Ucal Club; president of Ucal and chairman of Federation of Ucalites. I was one of the founders of the Face Value Committee, and a member of the deputation from the Pharmaceutical Society to Mr. Lloyd George to discuss with him the National Health Insurance Act.

My experience of the drug trade compels me always to say "Don't" to my friends when they suggest apprenticing their sons to the craft. Of life in general, the best advice I can give to the young (the old are past redemption) is this:—

Yesterday is not yours, it is past.

To-morrow never comes.

To-day is yours, use it.

"To thine own self be true, and it must follow, as the night the day, thou canst not then be false to any man."

National Pharmaceutical Union

Executive Meetings

MEETINGS of the Executives of the National Pharmaceutical Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on January 22, Mr. E. A. Atkins in the chair.

N.P.U. SIGN

The secretary reported that letters had been received from a large number of members expressing appreciation of the sign, and numerous requests had been made by members for permission to use the design of the card for advertising purposes. The Executive gave authority for blocks to be made for loan to printers.

SUNDAY TRADING

A letter was received from the Early Closing Association inviting the Union to send a representative to a National Council for the purpose of promoting a Sunday Trading Restriction Bill. The Executive, however, decided to take no action.

CLEARING HOUSE SCHEME

The secretary reported that the first clearing house, which had started on January 10, had been completed satisfactorily; 881 sets of chemists' accounts had been dealt with, and payments had been made to over 2,000 firms. The work on this occasion had been considerably increased owing to the large number of single accounts which members had taken the opportunity of paying through the clearing house. These accounts had given as much trouble as the large accounts.

DISCOUNTING OF CHEMISTS' ACCOUNTS

The Executive decided to make an application to the Ministry of Health for the remainder of the emergency discount to be removed, as from January 1, 1935.

C.D.A. Matters

The secretary reported that there were twenty-four cases outstanding since the last meeting of the directors, but five of these had been settled:—

Injuries caused by treatment for wasp sting; claim settled by payment of £11 1s. Injuries caused by bursting of hot water bottle; claim settled by payment of £15 5s. Injuries caused by cycling errand-boy; claim settled by payment of £10. Damage to car caused by cycling errand-boy (two cases); claims settled by payments of £1 15s. and £5 respectively.

Twelve new cases had arisen, of which eleven had been settled as follows:—Plants damaged by sulphur candle; claim settled by payment of £6. Claim arising out of medicine; claim settled by payment of £40 5s. Claim arising out of acid supplied for aqua dest.; claim settled by payment of £25 19s. 6d. Car battery spoiled by lime water used in place of aqua dest.; claim settled by payment of £2 5s. Young pigs died from overdose of ol. chenopodii; claim settled by payment of £4 4s. Damage to handbag by cork blowing out of bottle; claim settled by payment of 6s. 6d. Claim arising out of creta camph. supplied for magnesia; claim settled by payment of 6s. 6d. Damages caused by cycling errand-boys (three cases); claims settled by payments of £1 10s., £1 9s. 1d. and £6 11s. 3d. respectively. Dress torn on trade cycle; claim settled by payment of 10s. 11d.

The secretary reported that five members had been defended in respect of summonses under the Food and Drugs (Adulteration) Act. The results were as follows:—Ammon. quin. tablets containing no ammonia; case dismissed on payment of £3 3s. costs. Tinct. iodi containing excess of iodine and pot. iod.; case dismissed on warranty defence. Mercury ointment 67.1 per cent. deficient in mercury (two summonses); fined 10s. on each summons. Sweet spirit of nitre 32 per cent. deficient in ethyl nitrite; both summonses dismissed. Sweet spirit of nitre 38.4 per cent. deficient in ethyl nitrite; both summonses dismissed on payment of 4s. costs in each case. Camphorated oil 68.6 per cent. deficient in camphor (two summonses); fined 10s. on each summons.

To celebrate the completion of alteration to premises, on January 25, Harrison, Parkinson & Co., chemists, Sunbridge Road, Bradford, presented a gift to every customer spending 2s. or more.

Trade Notes

L. LAMBERT & Co., 4 Percy Street, London, W.1, are specialists in the manufacture of caramel.

DISPLAY FITTING.—D. Smith & Sons, Ltd., Lea Bridge Road, London, are the makers of Viso display covers for fitting



to soap and other boxes for counter display. The cover consists of a glass lid, metal bound, attached to a metal holder which slips over the upright lid of the box. The device keeps the lid open, advertises the contents of the box and displays the contents to full advantage, while at the same time protecting them from the atmosphere and dust. By tilting the lid of the box further back the glass cover is raised,

giving easy access to the box.

DR. SINGHA ASTHMA CURE.—The Dr. Singha Co., Ltd., Caernarvon, give particulars on another page of a new size, and alterations to existing sizes, of Dr. Singha asthma cure. Chemists should exchange their present stock before February 11. It is further announced that an advertising campaign is to be launched immediately.

GILLETTE INDUSTRIES, LTD., 197 City Road, London, E.C.1, inform us that their recently launched advertising campaign regarding blue Gillette razor blades is to be continued during February.

NEW TERMS.—Thomas Keating, Ltd., Station Mills, Billingshurst, Sussex, elsewhere in this issue announce increased discount on purchases of their well-known powder and liquid insecticides.

PRICE REDUCTIONS.—Eli Lilly & Co., Ltd., Dean Street, London, W.1, inform us that the retail prices of Pulvules Carbarsone Lilly and Powdered Liver Extract No. 343 are to be reduced from February 1.

DOLS' VOLATILISE FLANNEL, LTD., Viaduct Street, Huddersfield, have appointed Langham Rubber Co., Ltd., 91 Fore Street, London, E.C.2, as sole distributing agents for their products for England. [Corrected note.]

PURGIDS.—Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool, ask us to call the attention of our subscribers to their advertisement in the C. & D., January 19. The wholesale prices given were the unstamped for dispensing; the prices for the stamped article are: Retail, 1s. 3d. and 3s.; wholesale, 14s. 8d. and 34s. 8d., less, of course, the discount as advertised.

"C. & D. DIARY," 1935.—The telephone number of Samuel Jones & Co., Ltd., should be Central 6500.—The address of The Teecee Co. should read Hampden Park, Eastbourne.—In regard to the Hoffmann-La Roche Chemical Works, Ltd., the telephone numbers are Bowes Park 4261/2, and the telegraphic address is Hofroche, Wood, London. In the Buyers' Guide section, the name of Sharpe & Dohme, Ltd., should have appeared under the heading of Caprokol.



B.D.H. SPECIALITIES.—The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, have lately made a number of additions or alterations to their products, and among the lines of particular interest are Calsimil tablets, Livogen, Peptet tablets, Radiostoleum capsules and Eastern Foam. The first-named is a new preparation, presenting calcium sodium lactate in conjunction with vitamin D, in which form it is most readily assimilable; in addition the tablets are very palatable. Calsimil performs important functions in the prevention and treatment of conditions associated with calcium deficiency, such as chilblains, eczema and dental caries. The tablets are attractively packed in flasks of 60, and the price is protected.—Livogen is a restorative tonic already well known to pharmacists. The re-designed package has a definite appeal, particularly when displayed on the show-stand which is supplied.—Peptet tablets are an efficient remedy for indigestion and are now issued in a modernised packing—a newly-designed flask with moulded cap and an entirely fresh label and carton. There are special terms for displays.—Radiostoleum capsules need no introduction. There has now been added a small size tin of 25 capsules. The new container is a pocket edition of the standard size and should prove a popular seller. There is a handsome showcard displaying Radiostoleum (liquid and capsules).—As regards Eastern Foam, there is available a new and complete range of beautiful show material, some of which is reproduced in the accompanying illustration. The small tubes of Eastern Foam are now offered on attractive cards.

SUNSWEEETS, LTD., Peterborough, have appointed J. M. Fairbairn, Ltd., Fleming House, St. Peter's Street, Blackburn, the sole agents for Sunswweets products for Lancashire.

BRYLCREEM.—The County Perfumery Co., Twyford Abbey, London, N.W.10, have brought out a Brylcreem de Luxe. Intended primarily for the use of ladies, this preparation has



been delightfully perfumed, and it is most attractively packed in black glass jars enclosed in display cartons, as shown in the illustration.

"C. & D." Retail Price List

CHANGES in prices for the first month in the year have been few; the index figure for January shows no change from that of the last two months of 1934, the figure being 140.2 as against 144.3 in January 1934. The index of prices in surgical dressings remains the same for January, 136.3 as against 136.5 in January 1934. The changes in dispensing and selling prices for the month are set out below:—

Cost			Selling Price			
d.	per		16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
54	oz.	Halibut-liver oil	—	—	7 9	1 2
30	lb.	Lin. potassii iodidi c. sapone ..	—	1 1	0 4	—
16	oz.	Phenazonum	—	—	2 4	0 4
84	lb.	Terebinth. Canad.	—	3 2	1 0	—
12	oz.	Theobrominae-sod. sal. ..	—	—	1 9	0 3
20	lb.	Valeriana rhizoma Belg. ..	—	0 9	0 4	—

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," January 23, 1935.)

- "KIX"; for a tonic medicine (3). By W. R. Wales, 37 Cromer Road, Tooting, S.W.17. 552,198.
- "MEDILINTEX"; on oval design incorporating cross on circle, wings and cone, etc. (red and white colouring disclaimed); for medicated dressings (3). By Robinson & Sons, Ltd., Chesterfield. 552,814. (Associated.)
- "OLEO-SANOCRYLIN"; for a medicated preparation containing oil (3). By Dansk Chemoterapeutisk Selskab A/S, 72 Belgadamsvej, Copenhagen, Denmark. 553,778. (Associated.)
- "PARKELOIDS," "PARKILOIDS" AND "PARKALOIDS"; for laxative tablets (3). By Parkinsons, Ltd., Curzon Street, Burnley. 554,708/710/712. (Associated.)

- "HALIMAXA"; for halibut oil preparations (3). "TUNIMAXA"; for medicinal chemicals (3). By R. Ferber, Ltd., Asylum Road, London, S.E.15. 554,940/999.
- "AURALGAN"; for preparations for ailments of the ear (3). "OTOSMOSAN"; for all goods (3). "OTOSAN"; for preparations for treatment of the ear, nose and throat (3). By Sachsches Serumwerk A.G., 40 Zirkusstrasse, Dresden-A.1., Germany. 555,329/331/332. (Associated.)
- "SALEPSI"; for medicinal chemicals (3). By Russi & C., Via Saffi 16, Ancona, Italy. 555,552.
- "IRVOSOL"; for medicinal chemicals (3). By The Silf Co., Ltd., 39 Shaftesbury Avenue, London, W.1. 555,618. (Associated.)
- "ANTIENZA"; for preparations for influenza (3). By H. Woolfson, 382 Station Street, Hatfield, Pretoria, South Africa. (556,306.)
- "CAPYRAL"; for tablets and powder for neuralgia, etc. (3). By H. E. T. Scowsill, Cromford House, Market Street, Manchester. 555,727.
- "GOLDERLENE"; for ointment (3). By Winifred M. Johnson & Lilian M. Nott, 7 York Road, St. Albans, Herts. 555,830.
- "RUMICA"; for medicines (3). By R. W. Holmes, 44 Esplanade Road, Scarborough. 556,049.
- "FORMALGAR"; for medicinal chemicals (3). By C. J. Hewlett & Son, Ltd., 35-42 Charlotte Street, London, E.C.2. 556,274. (Associated.)
- "PHENESIA"; for medicated tablets (3). By Seajoy Co., 114 Upper Richmond Road, East Putney, S.W.15. 556,330.
- "TRANSCUTAN"; for bath preparations (3). By Transcutan, Ltd., 15, Sheepscar Street South, Leeds. 556,434. (Associated.)

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Monday, February 4

- Royal Society of Arts, John Street, Adelphi, London, W.C.2, at 8 p.m. Dr. Harriette Chick on "Diet and Climate" (lecture II).
- South-West London Chemists' Association, Balham Club, Ltd., Ramsden Road, London, S.W.12, at 8.30 p.m. Mr. A. A. Dick (a member of the Society's Council) on "Uncharted Rocks in the Sea of Pharmacy."

Tuesday, February 5

- Pharmaceutical Society of Great Britain, Birmingham and District Branch, Scientific Section, Imperial Hotel, at 8.30 p.m. Mr. H. Gartside (Evans' Biological Institute) on "Biological Standardisation" (lantern lecture).
- South-Eastern (London) Associations. Private meeting, admission by ticket only. Mr. Arthur Mortimer (secretary of the Wholesale Drug Trade Association) and Mr. E. C. Cripps (sales manager of Allen & Hanburys, Ltd.) will address the meeting.
- Thames Valley District Pharmacists' Association, Radnor Restaurant, Fife Road, Kingston-on-Thames, at 8.45 p.m. Debate between Mr. Norman Dewey and Mr. W. S. Howells.

Wednesday, February 6

- Birkenhead and Wirral Association of Pharmacists. N.P.U. meeting. Speaker, Mr. E. A. Atkins (chairman of the N.P.U. Executive).
- London College of Pharmacy, Old Students' Association. "Old Cyanides" social at the College, from 8 p.m. to 11 p.m. Admission 1s. Also on Thursday, February 7.
- Manchester Pharmaceutical Association, Junior Branch. Dance.
- Reigate, Redhill and District Pharmacists' Association and Branch of the Pharmaceutical Society, Laker's Hotel, Redhill, at 8 p.m. Dance.
- Students' Association of the College of the Pharmaceutical Society, Trocadero Restaurant, Piccadilly Circus, London, W.1, at 6.30 p.m. Annual dinner.
- West Middlesex Chemists' Association and West Middlesex Branch of the Pharmaceutical Society, Café Royal, Regent Street, London, W.1. Annual dinner and dance. Reception 6.30 p.m. Tickets 12s. 6d. each.

Thursday, February 7

- Hull Chemists' Association and Hull and District Branch of the Pharmaceutical Society. Dinner and dance.
- Newport and Monmouthshire Chemists' Association and Branch of the Pharmaceutical Society, King's Head Hotel, Newport. Annual dinner and dance. Dinner 8 p.m. for 8.30 p.m. Tickets 7s. 6d. each.
- North London Pharmaceutical Association, The Manor House, Finsbury Park, London, N., at 8 p.m. Social. Tickets 2s. 6d. each.
- Pharmaceutical Society of Great Britain, Harrow and District Branch, Gayton Rooms, Harrow, at 8.30 p.m. Annual meeting.
- Pharmaceutical Society of Great Britain, Newcastle, District and Northumberland Branch. Lecture by Dr. J. Secker (lecturer in Physiology, College of Medicine).

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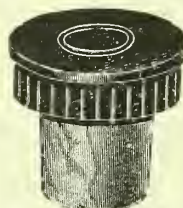
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Published 1934. Supplementary to Vol. I, and known as "The Chemists' Recipe Book." Contains formulas for adhesives, beverages, cleaning materials, culinary and household requisites, horticultural and agricultural preparations, inks, lozenges, perfumes, photographic preparations, polishes, soaps, toilet articles, varnishes, veterinary preparations, etc., including numerous descriptions of practical methods employed in their manufacture, and other information of use to pharmacists and manufacturers. Over 1000 pages. Price 15s. net, by post 15s. 9d.

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In two vols., maroon cloth, comprising 770 pages. Price 10s. 6d. net, by post 11s. 3d.

Published by **"The Chemist and Druggist"**
28 Essex Street, LONDON, W.O.2

Branch Offices: Manchester and Sheffield, England,
Glasgow, Scotland. Melbourne and Sydney,
Australia. Auckland, New Zealand.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/28. Cassiol oil
M/19. Duroplast
W/30. Edina composition corks
M/30. Howard's hair restorer
R/10. Reducoid capsules

G/28. Phas brand pure hydroxylated aluminium silicate
R/21. Thyiodine
S/23. Thyro-thyropic-Blum

THE CHEMIST AND DRUGGIST

VOL. CXXII.

February 2, 1935

NO. 2869

Dullness and Decorum

BANQUETS, as a rule, are rather deadly, but the resuscitated "annual" dinner of the Pharmaceutical Society, held at Grosvenor House on January 23, was surely the limit in oratorical dullness. The main object of the promoters was obviously to entertain Government officials and others who had been useful to them in securing the passing of the Pharmacy and Poisons Act, and also those who are likely to be helpful to them in the administration of the Act. It was, therefore, a case on both sides of being very careful in speech, so much so that there was only a transient gleam of humour here and there to enliven the proceedings. The president of the Society had a carefully prepared speech which he read. This was so unlike the natural spontaneity of the popular head of the Council that it was marked. The vice-president, who had the task of proposing "Medicine," enlivened the proceedings for a brief second by disagreeing with Shakespeare's dictum "Throw physic to the dogs" for the naïve reason that he liked dogs. Another flash came from Sir Ernley Blackwell, who reminded his hearers that when his appointment as chairman of the Statutory Committee was first given to the public, the papers made a great point of the fact that what he did not know about criminals was not worth knowing. This, as he said, was scarcely flattering to the pharmaceutical profession.

The Speech of the Evening

The only speech that appeared to impress the audience was that of Sir Henry Dale; the pharmacists present were stirred by his pointed question as to whether the Society intends that its members shall retain their proper function as the expert advisers of the medical profession as to new remedies or, on the other hand, whether it is going to leave everything to large-scale manufacturers and thus allow the pharmaceutical profession to sink to the rank of a mere retail trade. As to the interest taken in the function by the "retail trade," an analysis of those present shows that out of the 260 attending, about fifty were retail chemists in business outside the Council. Councillors of the Pharmaceutical Society and officials at Bloomsbury Square numbered about two dozen, and there were about thirty guests. The balance was made up of chairmen of the Society's branches, officers connected with other drug-trade associations, a fair sprinkling of dispensers in public institutions, representatives of wholesale houses, and friends, male and female, of those present to whom pharmacy was merely of temporary academic interest. Although the date of the function was early closing day on the south side of the Thames, there was no great attendance of pharmacists from that area dining at 15s. a head, with the addition of a similar bill for wine. Evidently the dinner can scarcely be classed as representative of the 21,000 members of the Pharmaceutical Society.

Hospital Contracts

OUR attention has been called, from various quarters, to a statement, headed "The Advertisers and Ourselves," which appeared in the November issue of "The Public Pharmacist," the official organ of the Guild of Public Pharmacists. The following is the text of the statement:—

"Where, quality for quality, a buyer can do better from one source than from another, his plain duty to his employers is to buy in the cheaper market. No one worth his salt would do otherwise. But every hospital pharmacist knows a dozen houses of repute from whom he can buy many of the products he uses. In quality and price there will not be one iota to choose between them. May we suggest that in such a case support be extended to such advertisers who show their interest in public pharmacy by insertions in the 'Public Pharmacist'."

"The 'Public Pharmacist' circulates in over one thousand of the leading hospitals and dispensaries of the United Kingdom; it has, therefore, a key circulation and provides a vital as well as an economical medium of publicity for goods of especial interest to the hospital buyer. From the point of view of the hospital pharmacist it forms a forum for the exchange of opinions and information, as well as a means of keeping in touch with the Guild itself and fellow pharmacists. The journal, therefore, has a value to the hospital pharmacist and merits all the support he can give it. Without the assistance of the advertiser, however, it would be impossible to keep going, its cost per annum would swallow up several times over the total subscriptions paid by Guild members. Support from the advertisers is assured provided that the advertisers, themselves, are supported, and where loyalty to the craft means no less loyalty to one's hospital we earnestly solicit the goodwill and co-operation of all our friends."

We invite the president of the Guild of Public Pharmacists to provide an explanation as the most obvious method of setting at rest any possible doubt on the meaning of the sentences we have quoted.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, February 5, on which day the samples will be posted. Students' reports will be received up to Saturday, February 16. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the fourth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.

Marriages

DEANE—McCLURE.—At Rostrevor Methodist Church, on January 23, John D. Deane to Margaret McClure, L.P.S.N.I.

PLATT—COLBERT.—At St. Cuthbert's Roman Catholic Church, Blackpool, on January 22, Harold Cowper Platt, chemist and druggist, son of Mr. G. Platt, chemist and druggist, Blackpool, to Patricia Colbert.

Deaths

BECKETT.—At 39 Woodfield Road, Tonbridge, on January 21, Mr. Harry Rumbold Beckett, retired chemist and druggist, aged seventy-three. Mr. Beckett was born in London, and after serving his apprenticeship at Ramsgate he studied at the Middlesex Hospital. In 1886 he proceeded to Australia, and was in business as a chemist at Toorah and Bendigo during the gold rush. He returned to England in 1893, took over the pharmacy at 3 Quarry Hill Road, Tonbridge, and was later joined in partnership by Mr. E. S. Upton, chemist and druggist. Mr. Beckett retired in 1918.

BENNETT.—On January 13, after a brief illness, Mr. Edward Bennett, chemist and druggist, 149 Borough Road, Wallasey, aged fifty-three.

BRINSON.—At Frankholm, Egerton Park, Rock Ferry, on January 21, Mr. William Charles Brinson, a former director of Evans Sons Lescher & Webb, Ltd., Liverpool. Mr. Brinson was at one time a member of the indoor staff of the firm, afterwards representing them in the Potteries and in Sheffield. In 1922 he was appointed to the board of directors, and he retired some years later. The funeral took place at Bebington Cemetery, following a service at St. Catherine's Church, Higher Tranmere, on January 23, when Messrs. F. Snow and C. H. Wright represented the Birkenhead and Wirral Pharmacists' Association.

GIBBS.—At Hanley Castle, recently, Mr. John Gibbs, retired chemist and druggist, aged seventy-nine. Mr. Gibbs was for nearly fifty years in business in High Street, Upton-on-Severn. His wife passed away a few hours before his death.

GWYNNE.—At Wallasey, on January 20, Mr. David William Gwynne, chemist and druggist, aged eighty-one.

HALL.—On January 20, Margaret, younger daughter of Mr. J. A. Hall, Ph.C., 77 Willow Road, Bournville, aged six and a half years.

KNEALE.—At his residence, Shirley Lodge, Shirley, Birmingham, on January 25, Mr. James Coole Kneale, M.B., Ch.B., L.R.C.P.Edin., L.R.C.S.Edin., L.F.P.S.Glasg., chemist and druggist, aged sixty-nine. Dr Coole Kneale was at one time an assistant with the late Mr Charles Thompson, Ph.C., a leading Birmingham pharmacist. He passed the qualifying examination in 1887, obtained his "triple qualification" in 1895, and took his University degrees at Birmingham in 1903. Dr. Coole Kneale had a consulting practice in the city, and at the time of his death was vice-chairman of the Solihull Urban District Council. He is survived by a daughter. At the funeral, which took place at Shirley Parish Church on January 29, the Faculty of Medicine of Birmingham University, the Warwickshire County Council and other bodies were represented.

NUNN.—At 144 Maldon Road, Colchester, on January 25, Mr. Arthur William Nunn, Ph.C., F.S.M.C., aged sixty-eight. Mr. Nunn was born in Colchester, and served his apprenticeship there. For a few years after qualifying he carried on business in Lower Sydenham, London, S.E., and for another brief period he was on the staff of Burroughs Wellcome & Co., Snow Hill, E.C.1. In 1907 he acquired a shop in Crouch Street, Colchester, and established a successful pharmacy in which he was joined as partner in 1925 by Mr. A. R. P. Sherry, Ph.C., his son-in-law. Mr. Nunn had been a town councillor since 1931. During the War he and others formed an ambulance corps. In 1918 he was appointed to the Board of Examiners of the Pharmaceutical Society, and he afterwards served as chairman of the Colchester Branch of the Society. For a long period he conducted evening classes in

botany and other subjects at the Colchester Technical College. He was one of seven brothers who at one time were members of the choir of St. Mary's Church, and was widely known and esteemed. Mr. Nunn leaves a widow and two daughters. A correspondent (30/1) writes:—

Mr. Nunn's friendliness was his great characteristic. During the period of my living in Colchester (1911-19) we served together in the local chemists' association and also during the Great War in the Territorial Field Ambulance. By his suggestion the Colchester chemists invited their Ipswich colleagues to dinner on two occasions. The same two societies met by the arrangement of Mr. Nunn at Flatford Bridge, in the Constable country, and had a botanical ramble for the benefit of students (and their elders).

SMITH.—On January 13, Mr. Ernest Smith, retired chemist and druggist, Quarry House, Bennett's Hill, Dudley, aged seventy-one. Mr. Smith was a native of the town, and carried on business for a long period in Upper High Street.

Personalities

MR. GILBERT BROWN, chemist and druggist, Bolton, is contesting a by-election in the Exchange ward.

MR. E. ARDEN OSBORN, chemist and druggist, Spalding, has been elected president of the Old Spaldonians' Association.

A CERTIFICATE OF NATURALISATION has been granted to W. Okun (known as W. Aukin), general medical practitioner, 94 Manor Road, London, N.16.

BRO. R. C. HANNANT, chemist and druggist, Gorleston-on-Sea, was installed W. Master of Faithful Lodge, No. 85, Gorleston, Norfolk, on January 21.

MR. P. F. ROWSELL, J.P., member of the Pharmaceutical Society's Council, has been elected a member of the Council of the Institute of National Insurance.

MR. A. PROCTOR ATKINSON, managing director of Eucryl, Ltd., presided at the Burns anniversary dinner of the Southampton Scottish Association on January 25.

MR. G. R. TOOGOOD (Pharmacie A. Bailly, 15 Rue de Rome, Paris, 8e) will be staying at May Fair Hotel, London, W.1, during the forthcoming British Industries Fair.

MR. W. H. MAUNDER, Ph.C., F.S.M.C., managing director of W. H. Maunder & Son, Ltd., chemists, Taunton, was installed Worshipful Master Unanimity and Sincerity Lodge, No. 261, on January 16.

MR. ALFRED D. WEBBER, director and general manager of Pifco, Ltd., electrical and radio apparatus manufacturers, Manchester, is on a business tour through Africa, India, China, Japan, Canada and America.

MR. F. T. JACKS, chemist and druggist, son of Mr. F. Jacks, chemist and druggist, who was formerly in business in Stone, Staffordshire, gave a talk on the Earl St. Vincent bicentenary celebrations from the B.B.C. Northern Regional station on January 23.

Business Changes

N. H. KENYON, LTD., have taken over the business of High Lane Pharmacy, Ltd., High Lane, near Stockport.

A NEW PHARMACY has been opened by Heatrick & Giff, Ltd., chemists, at 50A Donegall Street, Belfast.

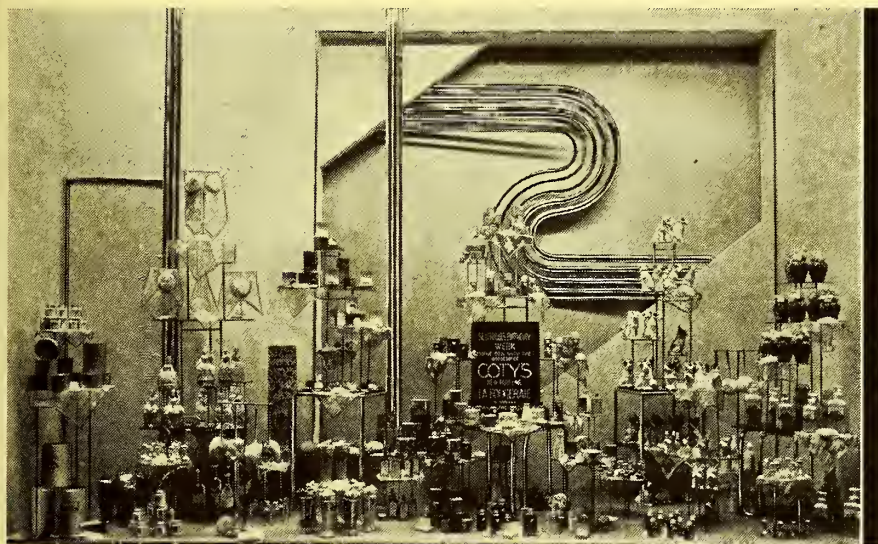
THE name of R. & H. Leigh & Sons, Ltd., Orlando Iron Works, Bolton, has been changed to Leigh & Sons.

THE business of A. Middleton & Son, chemists, which has been situated in Lister Gate, Nottingham, for the past fifty years, will shortly be transferred to 28 Milton Street.

MR. W. JAMIESON, chemist and druggist, and MR. W. BROWN, chemist and druggist, Eaglesham, near Glasgow, have formed a partnership as Jamieson & Brown, and a new branch will be opened at Newton Mearns.

● DISPLAY

—for the chemist



STEEL TUBES

LIGHT gauge electrically welded steel tubing finds practical application in a great many industries as a unit which combines the elements of structure and decoration. It is used for such widely different purposes as a means of scaffolding buildings—and for the handle of a lady's handbag. As a factor in window display, however, the steel tube has not yet received the serious consideration which its utility and beauty merit. It is only necessary to glance at the illustration on this page—a Selfridge window made up with steel tubes supplied by Tube Products, Ltd., Birmingham—to appreciate how greatly a display of perfumery and allied lines is enhanced by the proper use of this pleasing material. The effect of the tubular steel background is to infuse an element of modernity—a never-failing source of attraction—into the display. At the same time the attention is not held but passes easily to the goods. Provided the window is of a reasonable size there appears to be no limit to the decorative effects possible. In medium sized or even small windows, where elaborate backgrounds are impracticable, short lengths of steel tubing, suspended at attractive angles, will frequently command attention to displays. Steel tubing fulfils the desire for simplicity of line, and wisely used has an attraction which cannot easily be resisted.

Steel tubing is used not only as a decorative material in window displays but as a component part of display fittings. Many of these fittings are suitable for use in the pharmacy window or on the counter, as, for example, shelf stands and stands specially designed for particular classes of goods. The

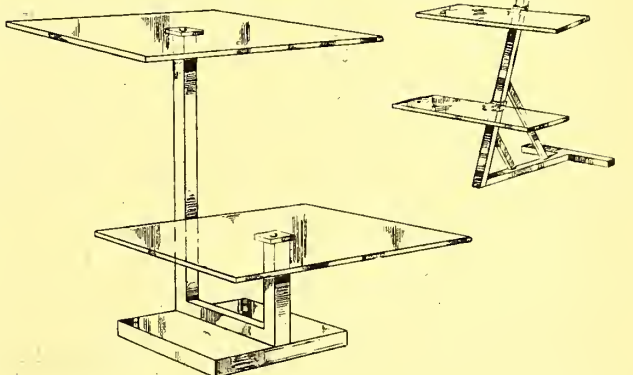
extreme adaptability of metal tubing to either flexible or rigid design is one of its chief virtues.

For Internal Decoration

Tubes are a permanent and valuable asset to designers for such varied purposes as electric fittings, furniture, showcases and other shop fittings. The "welding-up" of the various component parts in internal decoration presents no difficulty with electrically welded steel tubing, and through the efficiency of the modern bending machine architects can make full use of the beauty of tubular steel for decoration and display. Modern steel furniture, manufactured from tubing, would not be out of place, perhaps, in an up-to-date pharmacy. Steel tubing also plays an important part in the design of exhibition stands. Apart from modernity in appearance, such a stand allows the maximum use to be made of available space.

The illustration above shows a window display of toilet goods made up from tube products. (Photograph by courtesy of Selfridge & Co., Ltd.)

Below are drawings of two attractive display stands made from steel tubes. A good selection of designs is available.

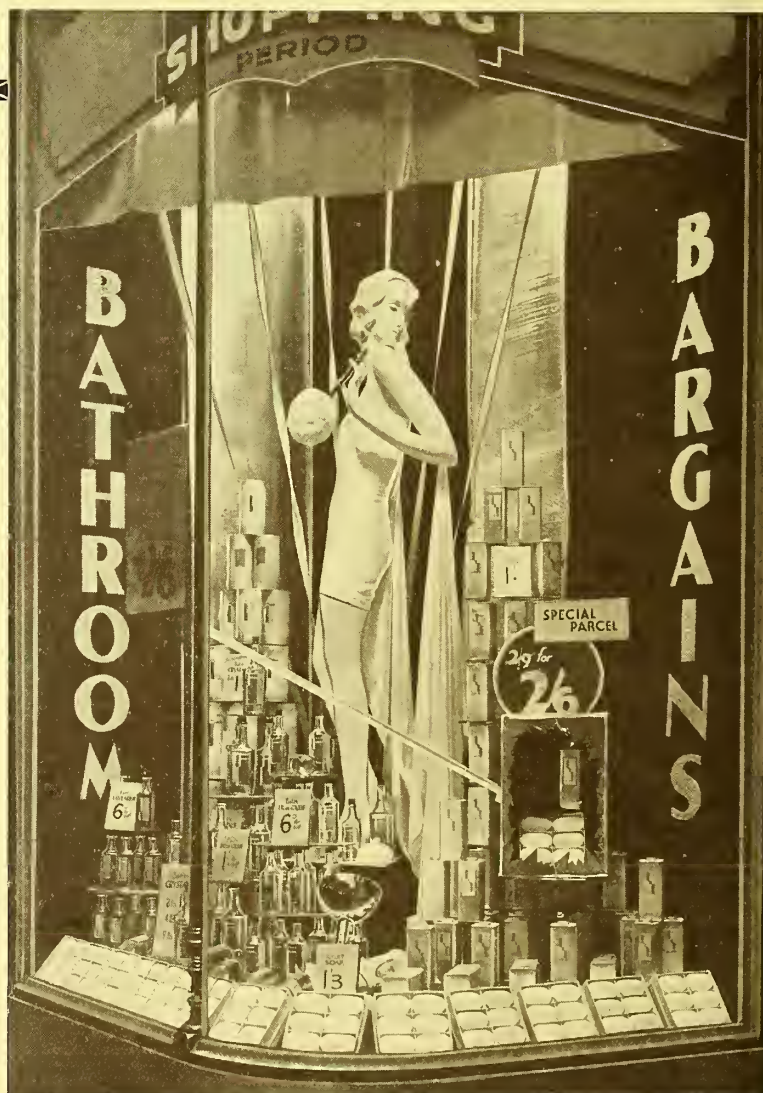


Chemists' ★ ★ Windows

By Paul Dobson, Ph.C., F.S.M.C.

SO much has been said and written from time to time about window display, as to how it should, or should not, be done, that on the face of things it would seem impossible to throw any new light on this interesting and important phase of modern business. That to display one's goods for sale is so much different from and so much more important than merely "dressing them out" is now an established fact—even among chemists. It is therefore the more surprising that we do not see greater evidence of the acceptance of this truth reflected in their windows. I often wonder when I read the advertisement columns of the *C. & D. Supplement* for an "assistant wanted," who, in addition to the usual professional qualifications, must be a "good window dresser," what, if anything, is in the mind of the advertiser, or is this just a stock phrase which it is customary to use on such occasions? And again, I wonder how many of those who reply to these advertisements have given the subject any serious consideration and have in any way trained themselves to satisfy those demands.

The fact that there are no actual qualifications or standards to define a display man is perhaps largely responsible for the diversity of opinion which exists as to what is good and bad in display. It is true to say that most people when dressing their windows follow their own inclinations and ideas regardless of what is best for the business. Too often, window dressing is regarded as one of the less important duties of business routine with the result that this portion of shop work is relegated to the apprentice or junior, whose main thought is that it is rather a nice job and a pleasant relief from some of the more monotonous duties of the daily round. Consequently, little or no thought is put into the matter of preparation of the display. The window is emptied, cleaned and the same goods or others put back in a fashion which suits the window dresser, and there they remain "put" until it is time to change them again. The employer may commend or criticise the work, but too often, I fear, he expresses no opinion at all, his mind being too preoccupied with other matters to notice this aspect of the business, and so he never realises what potential opportunities



One of Mr. Paul Dobson's "special offer" windows

for business he is missing and the assistant blindly continues to follow the art of display according to his own instincts. And yet, what is display if it is not advertising, and what is advertising if it is not selling? And by selling comes business and profit. If a business is alive, it is through its windows that men and women will see it and will enter and buy. Buy,

for surely that is the message which the shopkeeper must transmit to the public.

Best Form of Advertising

It is now generally admitted that window display is the cheapest and most lucrative form of advertising. You have only to look for examples at the leading stores and successful businesses throughout the country and you will notice that they no longer clamour for huge spaces in the national papers; they are spending more money on their display departments, in the belief that this is a more profitable investment. It is perfectly true that advertising in the local papers can be very useful, but even that loses much of its value if there is no link-up between the advertisement and the shop window. In fact, successful advertising demands the fullest use of display to make it a financially sound proposition. I wonder if most chemists realise that they are distributors of at least 65 per cent. of the nationally advertised goods of to-day. Therefore, every shop window has a potential selling value and it is up to the chemist, or manager, to get the measure of this potentiality from a selling and profit-making standpoint.

You may not have much money to spend on display, but what you are concerned with is how to get the utmost value out of the resources at your disposal. It is impossible for me to say how much money you should spend on display because businesses vary a great deal, but there should be a definite amount appropriated for the purposes of display, to cover the cost of fittings, replacements, flowers, backgrounds, showcards and so on. It is my own practice to devote 2 per cent. of my sales to these expenses, that is, nearly 5d. in the pound, but I should regard 2½d., or 1 per cent., the absolute minimum for any business. It is money well spent, and must bring a return. It is not a question of "Does display pay?" The question is "Are your window displays paying you?" If not, then you should give the matter your earliest possible attention and find out what is wrong with them and if necessary change your policy. Generalisations about display may be helpful, but it is particularisation that counts in determining whether or not your window displays are going to be a success.

Study the Public

First of all you must study your public and decide what class of trade you are going out for. Between the extremes of society there are many intermediate social classes each with its own peculiarities of wants and tastes. What would please one class might appal another, and it is your job to interest yourself in your customers and find out what are their particular needs and requirements. It is foolish to suppose that you can capture all the trade, but there is one type of trade which is particularly suited to your business and that is the one you should cultivate. It is influenced by a variety of circumstances such as the locality in which your business is situated, and the nature of your own personality. Also your ability for buying and stocking, and to some degree the activities of your competitors. At all events, you know what goods you have to sell, and you know the type of customers who pass your windows; it then remains for you to display the goods in such a way as will interest your customers and induce them to purchase. The chemist must be an opportunist and quick to take advantage of every passing wave of fashion, and change his windows accordingly. He must be ready to act quickly; it may be that there is an epidemic of sore throats in the town; he will fill his windows with gargles, paints, sprays, atomisers, lozenges, etc., and will get the local ticket writer to do him a window bill or showcard, and people passing his window will think, "I must have some of that. I was reading a warning about sore throats in the paper only this morning." Or it may be that a full-page advertisement

has appeared in the morning papers for a well-known medicine. A live chemist will see that a display of that commodity goes into his window at once, along with a copy of the newspaper advertisement, and the same is repeated on the counter inside the shop. The extra demand may only last for two or three days, but he will have the satisfaction of seeing his share of that business coming over his counter instead of going to the neighbouring grocer or his competitors.

A Programme of Displays

My own practice is to prepare a programme of window displays at least three months in advance. I make arrangements for special displays to coincide with the Easter, Whitsuntide, bank holiday and Christmas shopping periods, and the bulk of the money appropriated for display is spent on these special shows, for the simple reason that at those times the public is more inclined to spend. An autumn shopping period about the first two weeks in October is a useful time to introduce seasonal merchandise, since it heralds in the colder weather and the dancing season. Thus it provides a good opportunity to introduce hot water bottles, cold medicines and toilets and cosmetics specially suited to indoor uses. The remaining weeks of the year are planned to display ordinary goods, while here and there a week or two is marked for the exclusive display of some special purchase, with always a weather eye on topical events and reading closely the minds of the customers. You might ask, "How often should the windows be dressed?" To my mind there are two good reasons for changing a window. The first and main reason is when it ceases to sell the goods on display, for then you know that the public is no longer interested in them. The second reason is when it is getting shabby and needs cleaning, in which case the goods can at least be cleaned and replaced if the demand for them continues.

One of the main causes of the failure of window dressing is the lack of consideration given to the preparations which should be made before the window is dressed. That is why it is an advantage to have a programme ready some weeks ahead. This gives one the opportunity of deciding exactly how one is going to tackle the job. It is probably true to say that in the majority of instances the window is emptied and cleaned and there is no preconceived idea, not only as to what is to be displayed, but how it is going to be done. This inevitably results in great loss of time and often the window is standing empty much longer than is necessary. Furthermore, it means that if the constructional work presents any difficulty there is a great danger of this part of the job being scrapped or badly executed. In my opinion, the most satisfactory way to set about a window is first to plan the scheme on paper before the window is emptied just as a draughtsman makes out his drawings before they go into the workshop to be constructed. Having made a rough sketch of the background and planned the position of the shelves and stands, a complete list of the materials and tools required should be made. This would include such things as crêpe paper, pins, tacks, foliage, showcards, price tickets and other properties, and these items should be assembled in readiness beforehand. It is a good plan and especially advisable for novices to stage a full-dress rehearsal in the cellar or warehouse when the business is conveniently quiet. A space on the wall and floor should be marked out corresponding to the measurements of the actual window and the background, and the setting can then be tried out and a very good idea of what the effect is going to be is thus obtained, and amendments can be made to improve the scheme.

Making an Early Start

The window dresser should avoid as far as possible having a window dismantled during the busy hours of the day when

the streets are thronged with people ; therefore it is usually best to empty and clean the window late in the evening, ready for making an early start in the morning. Then if all the preparations have been made previously, by midday the bulk of the window, if not all of it, will have been dressed, and already it will be sending forth its message to the public. If circumstances make this impossible there is still no excuse for a window remaining empty. At least half a dozen large showcards could be rushed in, and there will be some message by which the public will know that that chemist has not gone out of business. Having completed the window, the next important job to do is to make an interior display, either on the counter or some other conspicuous place, of the goods already on view in the window. This is the link which makes the advertisement complete.

The enthusiastic display man (note the difference, he is no longer a "window dresser") will want to make a pictorial record of his work. This need not be an expensive matter, as it is only when he wants a photograph for competition purposes or Press publication that he will need to go to the expense of a professional photographer. For all ordinary purposes a snapshot will do, and this pasted in an album, duly indexed with the date, duration of display, the colours and cost of materials, etc., will, in the course of time, provide a valuable record and evidence of his qualification to apply for posts where a "good window dresser" is required. The only other information needed to make the record complete is an entry of the number of sales which were effected during the display, and the approximate demand for the same goods at other times.

I am not going to describe in this article the method of making any particular display, or to be drawn into any controversy such as open displays versus massed displays. Those are matters for yourself to decide, because what might be suitable for one business may be totally unsuitable for another. You must stamp your shop with a character of its own—your own character. Think things out for yourself, use other people's ideas, but don't copy them. In this way your shop window will stand out differently from those of your neighbours.

Points on Window Display

It may be well to remind ourselves of the way our windows work or should work. They must attract attention, they must arouse interest, they must create the desire to possess, and lastly they must induce purchase. The first point is mainly achieved by the general effect. Your colours, backgrounds and decorations should focus attention on the goods ; they should not detract from what you want to sell, but should lead the eye to it. By doing this you are well on the way to achieving the second point, because people will be interested in seeing what it is you have to sell. There is a great danger of overdoing the general effect by allowing the background to overshadow the goods. How often have you yourselves been attracted by some spectacular display when in town, and when you have got away have been able to describe exactly all about the beautiful lighting effects and gorgeous foliage, but cannot for the life of you think what sort of goods were in the window. Display men suffer very badly from the desire to be thought artistic. Your job is to set out a selling window, not what you might think is an artistic window. This does not imply that a selling window cannot at the same time be artistic ; it can and often is, but too often do we not only see the goods but also the vital message completely overshadowed by the display man's efforts to achieve something fancy and spectacular. Having aroused interest in your merchandise the next step is to create the desire to possess. This largely depends upon the power of a few well-chosen showcards to tell the story. It is surprising how few are our wants until we

see a tempting advertisement which makes an appealing suggestion, and then we suddenly feel to need things badly and the desire to have them quickly follows. There must be a message ; your window must suggest and convince people of their needs, and then they will want to buy. Lastly, there is the inducement to purchase. Many windows fail to accomplish sales because the goods are not priced. The importance of pricing everything (not necessarily every article) that goes into the window cannot be stressed too much. Women in particular, and they constitute the vast majority of shoppers, like to see the goods priced. They are discerning and want to make their money go as far as possible, and scores of sales are missed every day through not having goods clearly priced in the window. Many women are deterred from buying, rather than risk getting into the hands of a smart salesman who may make them spend more than they want to or can afford. These are the principles which are the keystones to successful selling windows.

Stunt Windows

Stunt windows have their occasional uses, but I do recommend that they should be used sparingly. Some classes of people like them more than others, but there is always, even in the very best, a suspicion of blatancy about them, and if you have too many of them people will get the impression that your shop is just a trifle common. I use them myself, but chiefly in connection with some special purchase or "special offer," such as the one in the accompanying illustration, but I take care not to have too many of them. There is nothing like displaying the goods themselves and letting them speak for themselves and, when the message needs amplifying, assisting it with a well-chosen and "to the point" showcard.

I have not attempted to give you precise rules for setting out your windows for reasons previously stated. You alone can decide what is best for your particular business. Your windows must sell, and your art is in making them do so well. What I have endeavoured to do is to show where, in my opinion, our windows are so often at fault and why. I have given you the basic principles on which successful selling windows are built up, and I hope I have shown you how to approach the job of window dressing and the way to more business.

The "Six-Card" Scheme

More Appreciations

THIS scheme, introduced early in January (*C. & D.*, January 5, p. 10), has met with an excellent response from chemists throughout the country. Briefly, the scheme enables subscribers to the *C. & D.* to obtain sets of six showcards at a minimum cost, and new sets will be issued at intervals covering, throughout the year, a wide range of products. The following are some further appreciations of the scheme:—

"A valuable and useful asset to the business."—R. A. S. (16/1).

"May I congratulate you on the idea and on the type of cards in this first series. This service fills a long-felt want (of mine) as individually produced cards are prohibitive in cost."—W. H. L. (17/1).

"For a year or two I have either had display cards made for me or made them myself. The former was too expensive and the latter did not come up to the high standard of professionally turned out article and in my case your cards will fill a long-needed want."—G. S. K. (19/1).

Subscribers can obtain sets of cards by writing to the Publisher, THE CHEMIST AND DRUGGIST, 28 Essex Street, London, W.C.2, enclosing a postal order value 2s. 6d., which covers the cost of the cards, packing, postage, etc.

Display Notes

Catching the Eye.—The illustration below shows a very attractive sign which can be quickly converted into a combined sign and display stand. The Cinescope Publicity Co., Ltd., Prudential Buildings, Southampton, makers of It-Lum signs, point out that this sign brings light, movement and colour to the centre of window displays, combining these three valuable selling factors in a novel form. By means of the It-Lum four



The It-Lum sign opened out to form a complete display stand

different products can be advertised, as each time the sign re-lights it illuminates an advertising panel different from its predecessor. The display shelves at the top and sides can be raised in a few moments (as illustrated) so converting the sign into a window display stand. Running costs are stated to be negligible, the current consumed being only one unit for twenty-four working hours.

Mazda Light Tubes.—A new kind of lamp for a new kind of lighting is the description given to Mazda light tubes (illustrated below). The main characteristic of this new kind of tubular lamp is the fact that, due to an ingenious method of mounting, the filament runs from end to end along the centre line of the tube, so that whatever the length or shape of the tube, it gives a continuous line of perfectly diffused and low intensity light. For all forms of display lighting in shop windows, exhibitions, etc., the Mazda light tube is an ideal lighting unit by reason of its variety of shape and colour, flexibility of arrangement and beauty of appearance. It can be connected and controlled in the same way as the standard electric lamp. Mazda light tubes are manufactured by The British Thomson-Houston Co., Ltd.



Showing some of the various types of Mazda light tubes

Neon for Hire.—Many effective designs in neon are available to the retailer under the hire-maintenance system of Ionlite, Ltd., 89 Scrubs Lane, London, N.W.10—a business which holds pioneer status in the neon sign industry and is now controlled by Falk, Stadelmann & Co., Ltd. A sign is installed and maintained for three years for a monthly rental, and it is provided that "if the sign is inoperative for more than a short stated period, rentals cease." Besides undertaking large-scale installations for the exteriors of theatres and other buildings, the company specialises in smaller neon units of the type shown herewith.

CHEMIST



A useful neon sign for chemists

National Display Association.—The London Branch of the National Display Association announces the following programme for 1935:—February 14, dinner and dance; March 7, club meeting; April 4, club meeting; September, annual convention; October 3, club meeting; November 7, dance and whist drive; December 5, club meeting. Club meetings are held at the Cosmo Hotel, Southampton Row, London, W.C.1, on the first Thursday in the month mentioned. All interested in window display are welcome to attend at any time from 7 p.m. to 10 p.m. The new address of the London Branch is 2 Whitehorse Buildings, 100 High Holborn, London, W.C.1.

A Novel Display Stand.—Mr. S. Pollard, manager for Mr. O. Morrey, chemist and druggist, Ruxley Parade, Kingston Road, Ewell, hit on the idea of using a curled tree branch as a display stand for rubber hot water bottles. The branch, was covered with silver foil and the bottles attached as shown in the photograph. The display was a great success.

A novel hot water bottle display



New Pharmacy at Sidcup

described by
"Ubique"



In this article "Ubique" deals with the new Sidcup branch of Butcher, Curnow & Co., Ltd., chemists at Blackheath for seventy-five years

AN extremely handsome and "different" pharmacy has recently been opened at Sidcup by Butcher, Curnow & Co., Ltd., chemists, who have been at Blackheath for some seventy-five years. As the accompanying illustrations show, the establishment embraces a number of departments not usually touched by the average chemist. Besides dispensing, toilet, photographic, and optical departments, there is a flourishing gramophone record, radio and television side to the business. Butcher, Curnow & Co., Ltd., have wisely taken spacious corner premises and departmentalised their business in a most efficient and pleasing manner. The shop, which is situated at 121 Station Road, stands out apart from the others in the same block by virtues of its own. The stall risers are quite a new departure, being constructed from a special granite composition in a soft reddish-brown colour. Inset in these risers are bronze metal circular ventilators which, combined with hit-and-miss strip ventilators in the window bottoms, are an honest endeavour to overcome the bugbear of steaming. The shop front sashes are of bronze metal

with all linings and shop door and frame of medium fumed oak. Up to the transom level, of course, is glazed with clear plate-glass, and it will be noted that painted pelmets in bright red with white border have been added to hide the electric light reflectors for window illumination.

Above the transom are leaded lights of white arctic glass inset with ruby panels written with dead white lettering. Overall, on the pharmacy side, is the shop blind, and that alone being the one on which the sun's rays fall, the remainder of the space along the entire front is filled with dummy laths of oak, thereby combining appearance with economy. The lobby pavement is of white terrazzo with a neat red border and small step to compensate the difference in levels between shop and street, and at the far end of the return front is a door for the goods entrance. The fascia letters are of plain bronze affixed to the existing stonework and of a type general to all the shops in the block.

The window enclosures are oak panelled to a height of some 4 ft. 6 in., with white arctic glass above. The drug run consists of alternate sections



A section of the interior



A view of the gramophone and radio department

of drawers and cupboards in its lower part. The drawers are fitted with the customary glass labels, and the centre portion above is mirror backed and solely used for recess labelled shop rounds, oils, etc., thereby retaining a pharmaceutical appearance. On either side of this the shelving is encased by frameless sliding glass doors on patent rollers which literally move at a flick of the finger. The serving counter is of the Ideal type. In the dispensary the wall fitting comprises open shelving, the lower portion pigeon-holed into special divisions; the actual dispensing screen is again of the Ideal type with a clear glass upper plate allowing the dispenser a full vision of the shop. The lower portion of this front part is showcases. At the back of this dispensing screen is the customary bench and nests of counter drawers, the whole running along behind the oak-panelled screen and cupboards of the radio counter. The gas radiators are the most modern and attractive type.

The gramophone and radio department, together with the entrance to the sight-testing room, are illustrated (this page top). The whole is carried out in plain oak panelling with a simplicity which adds to its attractiveness. On the left is the radio display counter with deep cupboards under for storage.



At right angles to this fitting, on either side of the entrance to the optical room, are the two gramophone record fittings divisible to take the various sized records in suitable quantities.

The illustration (this page, centre) shows the photographic section. At the back is an ingenious arrangement whereby the bare doors of the window enclosures are covered with alternate wall showcases, leaving two doors still available for window dressing. These showcases have their backs painted a light colour to give full effect to the generally dark colour of their

Below : The photographic section



contents, and are divided from their lower parts by recesses which are used for leaflets, catalogues and similar literature. The two remaining panelled window enclosure doors are utilised for the display of enlargements, the whole giving a completely different appearance from any other wall in the shop. The serving counter is of the all-glass type with a panelled end, at the back of which are two drawers for storage.

The last photograph, taken from the shop door, gives a general view of the entire pharmacy, which, the writer ventures to say, can scarcely be bettered either from a planning or appearance point of view. Everything is well proportioned and extremely well departmentalised, the latter so much so that three or four sets of customers can be served simultaneously. The interior of the optical room is painted a cream colour set off by oak laths. The stores and stock room occupy the remaining space behind the optical room, and, of course, are accessible by the side door on the return front. The final effect gives the onlooker a sense of experience in design and workmanship, and one feels that ideas have here been exchanged to mutual advantage and similarly carried out. The shopfitters responsible for this highly commendable piece of work are Philip Josephs & Sons, Ltd., 90-92 St. John Street, Clerkenwell, London, E.C.1.

Left : A general view of the pharmacy from the door

A School for Window Display

IN any issue of *THE CHEMIST AND DRUGGIST* Supplement the reader will find under "Situations Open" notices of vacant posts which invite applications from assistants who are required to possess, among other attributes, "a good knowledge of window dressing." There are several ways of acquiring this knowledge, the most common being by experience gained during apprenticeship. Another, and perhaps more satisfactory, method is by attendance at a school of window display.

A Modern School

A representative of the *C. & D.* recently visited the London School of Modern Window Display, at 43 Warren Street, London, W.1, with the object of obtaining first-hand information on the possibilities of the school from the point of view of the chemist. The principal, Mr. John Hunt, in the course of conversation, made it clear that the system of training offered by the school is designed to give students a thoroughly practical knowledge of window display, the working conditions approaching as near as possible to those existing in the business world. Moreover, in the case of the chemist-student, the subject would be approached from his particular angle, bearing in mind, of course, that the fundamental principles of the art are the same for any type of merchandise. The school is equipped with everything the student is likely to require in the way of stands, fittings, plywood, decorative materials and goods, so that practical instruction may be gained on the spot. Students may take short courses in window dressing, drapery, store decoration, display lettering, layout, constructional carpentry and aerograph spraying, while the advanced course comprises staff training, figure draping, organisation of exhibition display work, etc. Practical tuition is in the form of day classes and evening classes, and postal courses are available. In company with the principal the *C. & D.* representative

walked round the school examining some of the work in progress. Many different types of displays were being built, and it was explained that the scheme or design of the window is first prepared in the form of a scale drawing so that work in the actual window proceeds without waste of time. Lighting and lettering are other subjects to which the school rightly attaches considerable importance. In one of the drawings prepared by a student an interesting and attractive design for a perfumery window was noticed, and it was easy to appreciate that the display of this type of article, among many others, is greatly improved by the application of modern display methods.

Lighting Economy

Most chemists are fairly large consumers of electricity for lighting purposes and will therefore be interested in any development which makes for economy.

IT is announced that electric lamps with the new "coiled-coil" filament are now available in all domestic sizes. This means that chemists will now be able to use electric lamps which are claimed to give a greatly increased light output for the same current consumption. The introduction of the "coiled-coil" filament is the greatest advance in lamp technique since the development of the gasfilled lamp twenty years ago. All the other characteristics, such as consistency, life, and lumen maintenance are maintained at the same high level as the gasfilled lamps which they replace. The only difference is one of greater light output for energy consumed, and there is no increase in price for these lamps.

In the squirrel cage lamp the filament was operated in vacuum, the then best known means of preventing oxidation, but there was considerable evaporation of the filament, the normal cause of ultimate failure in all lamps. In the gasfilled single coiled lamp the filament was surrounded by inert gas, originally nitrogen and later argon, which had the faculty of greatly restricting evaporation, and, indeed, partially returned to the filament the particles of tungsten driven off by evaporation. This enabled the lamp maker to run his filament hotter than was possible in a vacuum lamp without sacrificing life. Normally a filament would be cooled more in a gas than in a vacuum and would therefore give less light. In the single coil filament, however, the higher working temperature possible in the gas more than counterbalanced the extra cooling effect, and the light output was improved. Coiling the coil again, double coiling as it is sometimes called, causes the filament to behave as an even shorter and thicker filament. The heat so saved enables a larger filament to be used, and it is this extra filament surface which gives the extra light. The increased light output is given as follows:—10 per cent. in the 100 watt; 12½ per cent. in the 75 watt; 15 per cent. in the 60 watt; and 20 per cent. in the 40 watt.



This illustration shows students at work in a section of the school

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

28 Essex Street, W.C.2, January 31

WHILE the chemical markets continue generally steady with business well up to the better volume noted throughout the month, the conditions in the Mining Lane markets are not so healthy. Rates of exchange have moved against sterling, and later a recovery was recorded, but the £ remains at a low value. There is little to comment upon in the pharmaceutical chemicals markets with a good average miscellaneous business being done. Prices are at recent figures. In the crude drugs markets the recently improved tone has given way to a feeling of uneasiness, due to disturbances in some of the leading speculative markets, such as RUBBER, PEPPER and SHELLAC. These commodities, which are at present rather unsettled, are the centre of interest, and much will depend on the course of events during the next eight or ten days. Although conditions are not happy, a serious break in these markets appears to be rather unlikely. As usual, the rumours going round the market are little more than guesswork and idle gossip. Meanwhile, business in the many minor and non-speculative products is rather restricted, but values are generally quite steady. DERRIS ROOT is scarce on spot, and firm forward with good inquiry. SUDAN GUM ACACIA is sharply dearer for shipment. HONEY has been in a little better demand at easier prices. MENTHOL has remained dull. MERCURY is cheaper for shipment. PEPPER is neglected and nominal. RUBBER weakened but recovered and was much steadier at the close. A fair demand for Tinnevely SENNA is reported. SHELLAC is idle and nominal. TONQUIN BEANS are dearer on a short market. Business in essential oils has continued on a good scale. ANISE (STAR) is again dearer, spot and forward. BERGAMOT has been inquired for and shipment prices have improved. Ceylon CITRONELLA is nearly up to the value of the Java product for shipment. French LAVENDER is dearer on spot and in fair demand. Sicilian hand-pressed LEMON has met with good inquiry, and shipment prices for new crop are dearer. West Indian LIME shows a further advance on spot. Shippers of French Guinea ORANGE are not quoting for new crop oil and ignoring bids so far. PALMAROSA is quoted dearer, spot and forward. With nothing offering for shipment, spot values of Singapore PATCHOULI are again dearer. Japanese PEPPERMINT is dull. The very small spot stocks of VETIVERI have advanced again.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	January 31	Value of the £
Amsterdam ...	Fl. to £	12·107	7·24½	11/11½
Berlin ...	Mks. to £	20·43	12·21	11/11½
Brussels ...	Belgas to £	35	21·01	12/0
Copenhagen ...	Kr. to £	18·259	22·40	24/8
Lisbon ...	Esc. to £	110	109½	19/11½
Madrid ...	Ptas. to £	25·22½	35½	28/3
Milan ...	Lire to £	92·46	57½	12/4½
Montreal ...	Dol. to £	4·86½	4·87½	20/0½
New York ...	Dol. to £	nominal	4·87½	20/0½
Oslo ...	Kr. to £	18·159	19·90½	21/11
Paris ...	Fr. to £	124·21	74½	11/11½
Prague ...	Kr. to £	164·25	117	12/0½
Stockholm ...	Kr. to £	18·159	19·39½	21/4½
Warsaw ...	Zloty to £	43·38	26	12/0½
Zurich ...	Fr. to £	25·2215	15·15	12/0½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

THE general tone of the market is steady and the recent price-cutting is not nearly so much in evidence. The volume of business has been sustained, the whole month's trading showing improvement. The recent alterations in prices continue to operate.

AMIDOL.—Market quoted unchanged; business quiet: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins. Wholesale distributors' prices for smaller quantities would be dearer.

AMIDOPYRIN.—The new scale for this market recently reported is as follows: crystals, five cwt., 17s. 2½d.; two cwt., 17s. 6½d.; less than two cwt., 18s. per lb., ex store, duty paid. Powder, 2½d. per lb. extra. Export prices quoted f.o.b. Continent, as follows: five cwt., 15s. 6d.; two cwt., 15s. 10d.; less than two cwt., 16s. 3d. per lb., as to quantity.

AMMONIUM ICHTHOSULPHONATE.—Dealers report fair business at keen figures: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8oz. tins; and 2s. 0½d. per lb., in 4-oz. tins.

ASPIRIN.—Continues steady with business on a good scale: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

ASPIRIN (TABLETS).—The wholesale scale of prices is as follows: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. For over one million a rebate of 1d. per 1,000 on 10 million tablets over 12 months. Wholesale distributors' prices for smaller quantities would be dearer.

BARBITONE.—Market is steady forward; some comparatively cheap spot offers; business limited. To arrive, two cwt., 13s. 5d.; 56 lb., 13s. 9d.; less, 14s. 1d. per lb., f.o.b. Continent; spot, one cwt., 15s. 1½d.; 56 lb., 15s. 6d.; small parcels, up to 15s. 10d. per lb.

BENZOIC ACID (B.P.).—Market is steady; moderate inquiry: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices continue at former rates. Metal values unchanged. Carbonate, not less than one cwt., 6s. 6d.; less than 8 lb., 8s. 6d. per lb., carriage paid.

BROMIDES.—Makers' and dealers' quotations are unchanged; business limited: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Business continues on a limited scale: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Continental materials at the reductions recently notified. Pure, two cwt., 6s. 9d.; one cwt., 6s. 11d.; 56 lb., 7s. 1d.; less than 56 lb., 7s. 3d. per lb. Citrate, two cwt., 4s. 10½d.; one cwt., 4s. 11½d.; 56 lb., 5s. 0½d.; less than 56 lb., 5s. 1½d. per lb., 5-lb. tins free, carriage paid. Other salts reduced proportionately. British pure, 56 lb., 7s. 9d.; less, 8s. per lb. Citrate, 56 lb., 5s.; less, 5s. 3d. per lb.

CALCIUM LACTATE.—Fair inquiry; market keen for good quantities: spot, one cwt., 1s.; 56 lb., 1s. 1d.; 28 lb., 1s. 1½d.; smaller quantities, up to 1s. 5d. per lb.

CHLORAL HYDRATE.—Makers' prices for this market are steady: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Market fully steady. British makers quoting from 1½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material continue competitive.

COCAINE.—Makers' prices for wholesale quantities and for smaller quantities for home trade are as follows: hydrochloride, 25 oz., 25s.; 16 oz., 25s. 10d.; 8 oz., 25s.; 4 oz., 25s. 6d.; 2 oz., 30s. 4d.; 1 oz., 31s. 4d. per oz.; pure, 25 oz., 27s. 4d.; 16 oz., 28s. 2d.; 8 oz., 31s. 4d.; 4 oz., 31s. 10d.; 2 oz., 32s. 8d.; 1 oz., 33s. 8d. per oz., 8-oz. packages and over free, smaller packing extra. Wholesale distributors' prices for lots of less than 1 oz. would be dearer. Nitrate at the same prices as hydrochloride and citrate and salicylate at the same prices as pure. Export prices vary as to destination.

CODEINE.—Makers are quoting as follows: pure, 4 oz., 20s. 6d.; 2 oz., 25s.; 1 oz., 26s. 6d. per oz.; sulphate, 4 oz., 17s. 9d.; 2 oz., 21s.; 1 oz., 22s. 6d. per oz.; phosphate, 4 oz., 15s. 6d.; 2 oz., 19s.; 1 oz., 20s. 6d. per oz. Higher prices for less than 1-oz. lots.

CREAM OF TARTAR.—Fair business; market steady. British material, 99 to 100 per cent., quoted at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are offering foreign at competitive figures.

GUAIACOL CARBONATE.—A moderate business in limited quantities. Two cwt., 9s. 8d.; one cwt., 9s. 9d.; 28 lb., 10s.; smaller parcels, up to 10s. 4½d. per lb.

HEXAMINE.—Quite a good inquiry, mainly for cheap grades; keen prices for quantities: B.P. powder, from 1s. 3½d. to 1s. 4½d.; free-running crystals, from 1s. 7d. to 1s. 8d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, two cwt., 1s. 8½d.;

one cwt., 1s. 9d.; 14 lb., 1s. 10½d.; smaller parcels, up to 2s. per lb., carriage paid.

HYDROQUINONE.—Not much activity and some prices mentioned are keen: one cwt., 4s. 6½d.; 56 lb., 4s. 8½d.; 28 lb., 4s. 10½d.; 14 lb., 5s. 1½d. per lb., carriage paid.

IODIDES.—Makers' quoted prices steady; recent isolated cheaper offers not now in evidence. Potassium Iodide B.P.—1 cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb. Sodium Iodide B.P.—28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 7d.; 4 lb., 7s. 4d.; smaller quantities, 7s. 10d. per lb. Iodine Resub. B.P.—1 cwt., 6s. 1d.; 28 lb., 6s. 3d.; 14 lb., 6s. 5d.; 7 lb., 6s. 10d.; 4 lb., 7s. 4d.; smaller quantities, 8s. 4d. per lb. Iodoform B.P.—28 lb., 8s. 8d.; 14 lb., 8s. 10d.; 7 lb., 9s. 5d.; 4 lb., 10s. 2d.; smaller quantities, 11s. 2d. per lb.; net, cash fourteen days. One cwt. may be assorted at respective minimum prices; 28 lb. may be assorted at respective 28-lb. prices. Jars extra, returnable; 28-lb. tins free, not returnable. Cases free for 1-cwt. lots. Carriage paid on any quantity. Contracts may be booked, with a reduction clause, for 1 cwt. and upwards for delivery over four months. Wholesale distributors' prices for smaller quantities would be dearer.

MERCURIALS.—With metal prices firm makers' prices for salts are steady. Chloride, B.P., one cwt., 4s. 9d.; less than one cwt., 4s. 10d. per lb.

METHYL SALICYLATE (B.P.).—Continues to receive fair inquiry; quoted steadily: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' spot offers are competitive; fully steady forward: spot, two cwt., 18s. 4½d.; one cwt., 18s. 9½d.; 56 lb., 19s. 3d.; small parcels, 19s. 8½d. per lb.

METOL.—Quoted unchanged; inquiry is limited: 28 lb., 9s. 6d.; 14 lb., 9s. 9d. per lb. Wholesale distributors' prices for smaller quantities would be dearer.

PHENACETIN.—Market continues at comparatively cheap figures, but conditions are steadier. Bulk quantities, crystals or powder, 2s. 7d. to 2s. 9d.; smaller parcels, 2s. 10d. to 3s. per lb.

PHENAZONE.—The new home trade prices recorded last week continue to operate: crystals, ten cwt., 9s. 1½d.; five cwt., 9s. 3½d.; two cwt., 9s. 5½d.; and less, 9s. 8d. per lb.; with powder, 2½d. per lb. extra. Export prices, f.o.b. Continent, crystals, five cwt., 8s. 4d.; two cwt., 8s. 6d.; less than one cwt., 8s. 8d. per lb.

PHENOLPHTHALEIN.—Not much business of any size moving; rather competitive: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—Dealers report some small spot business; quoted at about 28s. to 29s. per lb., in 2-lb. bottles.

PIPERAZINE.—Dealers' prices for Continental material: 22 lb., 52s. 11d.; 11 lb., 54s. 5d.; 2 lb., 55s. 11d.; less than 2 lb., 57s. 5d. per lb., ex store, London, 8-oz. bottles free, smaller packing extra.

POTASSIUM PERMANGANATE (B.P.).—Dealers' prices fully steady; business on fair scale: in drums, one ton, 9½d.; ten cwt., 9½d.; smaller parcels, from 10d. to 1s. per lb., as to quantity.

PYROGALLIC ACID.—Makers' prices continue at the reduction recently notified. Crystals, one cwt., 6s. 3d.; 56 lb., 6s. 6d.; 28 lb., 6s. 9d. per lb., net; 14 lb., 7s. 6d.; 7 lb., 8s. 3d.; less than 7 lb., 8s. 9d. per lb., less 2½ per cent., 7-lb. tins free, carriage paid. Wholesale distributors' prices for smaller quantities would be dearer.

QUININE SALTS.—Prices are steady. Sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; phosphate, 3s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

RESORCIN.—Business is limited. British crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb. No foreign material available on this market.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Fair inquiry continues, with makers' prices steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Market is dull and rather unsteady: spot, crystals, two cwt., 3s. 10d.; one cwt., 3s. 11½d.; 56 lb., 4s.; smaller parcels, up to 4s. 6d. per lb.; powder, 2d. per lb. extra.

SANTONIN.—Occasional small business, with quotations at about £13 7s. 6d. per kilo., and less for larger quantities.

SODIUM BENZOATE (B.P.).—A keen market for good-sized orders; fair demand. Bulk lots, about 1s. 6d.; cwt. lots, 1s. 7d.; smaller parcels, up to 1s. 11d. per lb.

SODIUM DIETHYLBARBITURATE.—Market fairly steady; moderate demand: spot, one cwt., 15s. 9d.; 56 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—Continues steady, with average inquiry being received: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—Dealers' prices for goods to come forward are steady; isolated cheap offers on spot: crystals or powder, two cwt., 14s. 8½d.; one cwt., 15s. 1½d.; 56 lb., 15s. 3½d.; smaller parcels, up to 15s. 10d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Conditions are fully steady. British makers quoting at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

THEOBROMINE.—The reduced prices for salts of Cortinental make recently reported continue to operate. Pure, two cwt., 6s. 8½d.; one cwt., 6s. 10½d.; 56 lb., 7s. 0½d.; less than 56 lb., 7s. 2½d. per lb. Soda salicylate, two cwt., 5s. 9½d.; one cwt., 5s. 10½d.; 56 lb., 5s. 11½d.; less than 56 lb., 6s. 0½d. per lb., 5-lb. tins free, carriage paid. Other salts reduced proportionately.

THYMOL.—A little more inquiry; market quoted unchanged; synthetic, fine white, two cwt., 5s. 7d.; one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—Convention prices continue steady; fair business: ex guaiacol or clove oil, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

AGAR.—Market has remained dull throughout: Kobe No. 1, now up to 2s.; No. 2, 1s. 10½d.; Yokohama No. 1, 1s. 10½d. per lb. New crop, January-March shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

ALKANET ROOT.—A limited demand, with the price for spot parcels about 45s. per cwt.

ALOES.—The holders of Curaçao are holding firmly at about 80s. per cwt., in bond, for fair darkish liver. Shipment is dearer.

ANTIMONY.—The shipment quotation for Chinese crude is now at £32, c.i.f.

ARNICA FLOWERS.—Spot offers remain at about 9d. per lb., with forward prices rather over this figure.

BALSAMS.—Average business in small spot parcels. *Canada* fully steady at 3s. 9d.; *Tolu* dull, about 1s. 7½d.; *Peru*, 5s. 4d. per lb., spot.

BELLADONNA.—Not much inquiry on the market. Leaves, 75s.; root, about 60s. per cwt., for small parcels.

BUCHU.—Shipment offers of new crop rounds, f.a.q., are at about 1s. per lb., c.i.f., but so far there is not much available. Spot stocks of old crop are now negligible, with former prices fully maintained. It is expected that new crop on spot will be valued at about 1s. 3d. to 1s. 3½d. for f.a.q. rounds.

CAMPHOR.—Market has been dull; quoted unchanged: spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz. and ¾ oz. and 1 oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Spot supplies of Russian are quoted at about 6s. 6d. and Chinese flies from 3s. to 3s. 3d. per lb., spot.

CASCARA SAGRADA.—Market is dull. Spot, 1934 peel, 25s. 6d.; 1933 peel, about 42s. 6d. per cwt. for small spot parcels.

CHAMOMILES.—Spot stocks, duty paid, are very limited with dealers quoting at about 200s. to 230s. per cwt. Buyers not interested in goods in bond, pending decision on import duty.

CLOVES.—Rather more business with the market steady: Zanzibar, spot, 5½d.; shipment, February-March, 5½d. per lb., c.i.f. Madagascar, spot, 5½d.; shipment, February-March, 4½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended January 26 were *nil* and the deliveries 45, leaving a stock of 3,054. From January 1 to date the landings of Zanzibar have been 193 and the deliveries 233. Landings of Madagascar for the week ended January 26 were 623, and the deliveries *nil*, leaving a stock of 8,417. From January 1 to date landings of Madagascar have been 623 and the deliveries 29 packages.

COCOA BUTTER.—English is quoted from 8½d. to 9½d. per lb., as to quantity. Foreign, 8d. to 8½d. per lb.

COCONUT (DESICATED).—Easier on the week, closing steadier: spot, fine, 22s.; medium, 22s.; shipment, halves, February-March, 21s. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports that stormy weather has delayed fishing. Shipment market is dull but steady, with finest Lofoten steam refined non-freezing medicinal oil at 89s. per barrel, c.i.f., London. Spot, in small lots, about 130s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil continues to be quoted from one source at 115s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

DAMIANA LEAVES.—Market fully steady, with the spot market practically cleared and nominal from 2s. 2d. per lb; shipment is held at 1s. 2d. per lb., c.i.f., February shipment.

DERRIS ROOT.—The position here is very strong, and there is quite a good inquiry for shipment; spot supplies are extremely limited and firm from 1s. 2d. to 1s. 4d.; shipment, February, is firm at about 1s. to 1s. 3d. per lb., c.i.f., as to test.

DIGITALIS LEAVES.—Some good green leaves are available with the price for small lots about 110s. per cwt.

ERGOT.—Market has been rather slow. Spot, Spanish, 1s. 7d.; Portuguese, 1s. 6d.; Polish, 1s. 4d. per lb., for small parcels.

GALANGAL ROOT.—Dealers holding spot supplies are quoting about 35s. per cwt.

GENTIAN.—Dealers' prices for spot goods are very steady at about 40s. per cwt., and a fair business is reported.

GINGER.—West African is steady with spot at 37s.; for arrival, February-April, fully 34s. per cwt., c.i.f. Jamaican is unchanged with small grinding about 80s. up to 107s. 6d. per cwt. for bold in barrels.

GUM ACACIA.—Reports from origin indicate sharply dearer quotations, due, it is stated, to the unusually small arrivals. The latest figures for Kordofan cleaned sorts, new crop, are at 36s. to 36s. 6d. per cwt., c.i.f. Dealers are reported to be reserved on spot with no quotations.

HENBANE.—This market is very steady with dealers quoting spot small parcels at about 80s. per cwt.

HONEY.—Rather more business is reported following some easing in quotations. Jamaican, 31s. to 44s. per cwt., as to quality. Californian, pale set, 47s. 6d.

HYDRASTIS.—Shipment conditions are firmer, due to reported restricted stocks available: spot, 5s. 4½d.; shipment, 4s. 9d., c.i.f.

IPECACUANHA.—A rather quiet market with Matto Grosso quoted on spot at about 5s. per lb. Minas, 4s. 4½d. to 4s. 6d. per lb.

LAVENDER FLOWERS.—Dealers' prices for fair blue flowers on spot are well held at the recent advance to 140s. per cwt. None available at origin.

LIQUORICE ROOT.—Good supplies of natural root are available on spot at about £13 per ton. Demand slow.

LOBELIA HERB.—This product is slow in moving, with spot about 11½d. per lb.

MANNA.—Dealers are offering small parcels of selected flake in 1-lb. tins at 5s. 3d. per lb.

MENTHOL.—A further week of poor business is reported, with quotations about maintained. K/S brands, spot, 12s.; in bond, 11s.; afloat, 10s. 10½d.; shipment, January-March, 10s. 9d.; March-April, 10s. 9d. per lb., c.i.f., sellers. Japanese shippers quoting about 11s. per lb., c.i.f.

MERCURY.—The shipment market is quoted cheaper with Spanish-Italian now at 55 dollars 50 cents per bottle, f.o.b. Continent. Spot, in small lots, £11 13s. to £11 14s. per bottle, ex store.

ORRIS ROOT.—Dealers are offering small parcels of Florentine root at about 35s. per cwt.

PEPPER.—Market is irregular and nominal; the general tone is not healthy. Lampong, spot, 6½d.; shipment, January-March, 4½d.; March-May, 5½d., c.i.f.; Tellicherry, spot, 7d.; shipment, February-March, 54s., c.i.f. Aleppy, spot, 6½d.; shipment, February-March, 56s., c.i.f. White Muntok, spot, 1s. 3½d.; shipment, January-March, 1s. 1½d.; March-May, 1s. 1½d. per lb., c.i.f. No business.

PIMENTO.—Market has been rather dull this week: spot, 2½d. per lb.; shipment, February-April, 20s. 6d. per lb., c.i.f.

PSYLLIUM SEED.—Dealers are quoting small parcels of French seed at about 8d. per lb., spot.

RUBBER.—A moderate business is reported with the tone unsteady and dull. Standard ribbed smoked sheet, spot, 6½d.; February, 6½d.; March, 6½d.; April-June, 6½d.; July-September, 6½d.; October-December, 6½d. per lb. Sharp recovery at the close, market steadier.

SAFFRON.—Dealers' prices are steady, but business is very slow on spot: prime B.P., 50s. 6d.; extra B.P., 49s. 6d.; super B.P., 47s. 6d. per lb., and less for bulk quantities.

SARSAPARILLA.—The demand is limited, market steady: Jamaican, grey, 1s. 6d. to 1s. 7d.; native, mixed colours, 1s. to 1s. 1d. per lb. Mexican, in bond, about 8d. per lb.

SEEDS.—ANISE.—Spot, duty paid, Spanish, 65s.; Bulgarian, 32s. 6d. CARAWAY.—Dutch on spot now offered at 34s. 6d., duty paid.

CORIANDE.—Morocco spot quoted at 13s. 6d., duty paid; the shipment price is 10s. 6d., c.i.f. CUMIN.—Morocco: although the forward position has risen to 47s. 6d., c.i.f., the spot price remains at 52s. 6d., in bond. FENUGREEK.—Morocco spot, 14s. to 14s. 6d., duty paid; Tunisian is 15s. MUSTARD.—English, 22s. 6d. to 31s. per cwt., according to quality.

SENEGA.—Not much doing in this article: spot, about 1s. 1½d. to 1s. 2d.; shipment, about 1s. 1½d. per lb., c.i.f.

SENNA.—There has been rather more inquiry this week, both for home trade and export. Tinnevely leaves are unchanged, although supplies of best grade are smaller and values may harden during the next few months, pending arrival of new crop. Small sales of Tinnevely pods have been made at prices up to 5½d. per lb. for the best quality. Alexandrian pods are moving fairly well with limited

supplies of fine hand-picked selling at good prices. Manufacturing grades have met with some limited inquiry also.

SHELLAC.—The market is idle, values nominal: spot, standard TN orange, 70s. to 75s.; fine orange, 125s. to 155s.; pure button, 125s. per cwt. For delivery, TN, March, 69s.; May, 70s. For arrival, TN, January-February, 72s. per cwt., c.i.f.

SQUILL.—Dealers are offering supplies of fair white at about 27s. 6d. per cwt., for small parcels.

STRAMONIUM.—A little business on spot in small parcels with holders asking 50s. to 55s. per cwt., as to quantity.

TONQUIN BEANS.—Supplies on spot appear to be very limited; fair frosted are now quoted up to 2s. 3d. per lb.

TRAGACANTH.—There has been a nice business in druggists' qualities ranging from £16 to £22 per cwt. Industrial qualities, which are in limited supply, meet with a small demand.

VALERIAN ROOT.—Spot supplies are reported to be very limited and held for 85s. per cwt.; shipment, about 62s. 6d., c.i.f.

WAX.—BEES.—Shippers are asking higher prices; spot is slow in responding to the firmer conditions. Abyssinian, spot, 102s. 6d.; shipment, 97s. 6d., c.i.f. Benguella, spot, 102s. 6d.; in bond, 95s.; shipment, 95s., c.i.f. Conakry, spot, 102s. 6d.; shipment, 92s., c.i.f. Dar-es-Salaam, spot, 102s. 6d.; shipments, 97s., c.i.f. CARNAUBA.—Steady but rather quiet; shipment offers continue restricted. Fatty grey, 122s. 6d., duty paid; 112s. 6d. in bond; 108s. afloat; shipment, January-February, 102s. 6d.; February-March, 102s. 6d.; March-April, 102s., c.i.f. Chalky grey, 122s. 6d., duty paid; shipment, January-February, 96s. 6d., c.i.f. Primeira, 230s., duty paid; 215s., in bond; shipment, January-February, 157s. 6d.; February-March, 155s., c.i.f. Mediana, 210s., duty paid; 190s., in bond; shipment, January-February, 150s. per cwt., c.i.f.

Essential Oils, etc.

A VERY fair volume of business continues in these products, and prices are holding fully steady. Anise (star) is again dearer. Citronellas are better. Bergamot is steadier. French lavender is dearer on spot. Sicilian hand-pressed lemon is at a further advance and business is good. Palmarosa is dearer. Japanese peppermint has been dull. Vetivert is again dearer and scarce on spot.

ALMOND.—The usual small spot business; market steady. English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d.; Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, s.p.a., genuine French, 9s. per lb.

ANISE (STAR).—A steady inquiry on spot. Forward offers continue very restricted. "Red Ship," in leads, 2s. 0½d.; in tins, 1s. 10d.; in drums, 1s. 8½d.; shipment, in leads, 1s. 10½d.; in tins, 1s. 9½d.; in drums, 1s. 8½d. per lb., c.i.f.

BAY.—Occasional small spot business with 49 to 50 per cent. quoted at about 5s. 2d. to 5s. 6d. per lb., as to quantity.

BERGAMOT.—The shipment market continues to show a recovery, and some interest is being shown: new crop, in tins, from reliable sources, is now well up to 4s. 6d. per lb., c.i.f. A little spot inquiry, with prices at about 5s. per lb. for small lots.

BOIS DE ROSE.—Holders of Brazilian oil on spot are now asking fully 5s. 9d. and small lots up to 6s. per lb.; shipment is mentioned in the region of 5s. 7½d. per lb., c.i.f.

CAJUPUT.—Market unchanged, business rather poor: spot, 2s. 1d. to 2s. 3d.; green, 1s. 9d. to 1s. 11d. per lb., as to quantity.

CANANGA.—Little of interest here, quoted unchanged: spot, about 10s. to 10s. 3d.; shipment, about 8s. 6d. per lb., c.i.f., for new crop.

CARAWAY.—Prices are steadily maintained, market receiving fair inquiry: Dutch rectified, one to two cwt., 8s. 10½d. to 9s. per lb., landed; smaller parcels, up to 9s. 6d. per lb. Crude, about 8s. 6d. per lb. for quantities.

CASSIA.—Fully steady with spot supplies limited and shipment offers restricted: spot, about 4s. 4½d.; shipment, 3s. 8d. per lb., c.i.f.

CEDARWOOD.—Business has been quiet, market about steady but competitive. American, spot, in small parcels, up to 1s. 4½d.; shipment, about 1s. 1½d. per lb., c.i.f., for bulk quantities. African oil is quoted at about level figures.

CINNAMON LEAF.—Rather quiet except for occasional spot orders: Ceylon oil, about 2s. 9½d. to 3s. per lb.; shipment, about 2s. 7d. per lb., c.i.f.

CITRONELLA.—The position here is rather unusual. The shipment market for Ceylon has appreciated further, while the Java article is none too steady; shippers' ideas of prices more or less the same for both sources: Ceylon, shipment, 1s. 2½d. to 1s. 2½d., c.i.f.; small spot parcels, up to 1s. 6d. Java, shipment, about 1s. 3d., c.i.f.; spot, 1s. 6½d., in drums, and up to 1s. 8d. per lb. for small parcels.

CLOVE.—Steady conditions, particularly at the source, are reported: Madagascar, shipment, 2s. 8d. to 2s. 9d. per lb., c.i.f., in drums; spot, in drums, 3s. 3d.; smaller packing, 3s. 4d. to 3s. 5d. per lb., c.i.f.

EUCALYPTUS.—Isolated cheap lots have been taken off the market, which is now fairly steady: Australian, 70 to 75 per cent., 1s. to

rs. 0½d.; 80 to 85 per cent., rs. 1d. to rs. 1½d. per lb., landed, in fair quantities. Spanish, 70 to 75 per cent., rs. 2d. per lb., spot.

GERANIUM.—Very little interest is being shown in Bourbon, spot or forward, with prices unchanged: cable received on Tuesday reports a cyclone at origin but gives no particulars as to any damage. Algerian is steady but dull.

GINGERGRASS.—Small spot business at keen prices: spot, 4s. 7½d. to 4s. 9d. for small parcels; shipment, 4s. 2d. per lb., c.i.f.

Ho (SHUI).—Rather more inquiry, market steady for good quality oil: spot quoted from rs. 8d. to 2s. per lb., as to quality and quantity.

JUNIPER BERRY.—Average inquiry on spot, with prices for a standard quality genuine oil about 3s. 3d. and the finest in the region of 5s. per lb.

LAVENDER.—A better demand on spot is reported and the tone is fully steady: finest Mt. Blanc, 38 to 40 per cent., is offered at 26s. to 28s., landed; a good standard quality at about 21s. 6d. to 23s.; and other offers are down to 17s. 3d. per lb., landed. Lavandin, new crop, is steady and quoted at about 14s. per lb., landed.

LEMON.—Conditions in the shipment market for Sicilian hand-pressed are firmer following the recent improved demand for new crop oil. The cheaper brands are firm from 3s. 3d. and the better at 3s. 6d. per lb., c.i.f. On spot small parcels are mentioned in the region of 3s. 6d. to 3s. 7½d. per lb. Machine made is being quoted at the source from 3s. 1½d. per lb., c.i.f. Californian, spot, large drums, 1s. 10½d.; small drums, 1s. 11½d. per lb.; business about average.

LEMONGRASS.—This market has been slack all the week, but prices are maintained with distant positions firmer. It is reported from origin that old crop stocks are small. Spot, from 3s. 8d.; shipment, February, 3s. 7d.; March, 3s. 8d. per lb., c.i.f.

LIME.—The recent firmer tone is fully maintained on spot and is well supported by higher prices for shipment. West Indian, spot, 24s. 6d. for small parcels; shipment is now at 22s. 6d., c.i.f.

MANDARIN.—Offers for shipment of good quality oil are keeping steady in the region of 13s. per lb., c.i.f. Spot offers vary as to quality from 12s. 6d. to 14s. 6d. per lb.

NEROLI.—Occasional inquiry, market steady. Spot prices at 14s. 6d., 16s. 3d., 20s. 6d. and 22s. 6d. per oz., as to quality.

NUTMEG.—Limited spot inquiry, quotations holding. English-made oil, 5s. 4½d. to 5s. 6d. per lb., as to quantity.

ORANGE.—There has been a steady inquiry for the new crop French Guinea oil, but shippers continue to be silent and have even deferred replying to bids made at a good premium on last season's figures. At the moment there does not seem to be a single firm shipment offer available. Sicilian sweet is quoted for shipment at 6s. 9d., c.i.f., and spot from 7s. 2d. to 7s. 6d. per lb. Californian is steady, with one case at 2s. 4½d. and two or more cases at 2s. 4½d. per lb., spot.

PALMAROSA.—Shipment offers are dearer at the region of 5s. 9d. per lb., c.i.f., and spot holders are now asking from 5s. 9d. up to 6s. per lb. for small spot parcels.

PATCHOULI.—With practically nothing offering from the source, Spot holders of Singapore oil are now looking for about 11s. and upwards for small parcels.

PEPPERMINT.—Another week of poor business is reported, with quotations about unchanged. Spot, 4s. 3d. to 4s. 4½d.; afloat, 4s. 3d.; January-March, 3s. 10d.; March-April, 3s. 10d. per lb., c.i.f., Japanese shippers quoting close up to 4s. per lb., c.i.f. The American natural oil is dull for shipment, but there is a firm undertone; offers at about 3 dollars 5 to 10 cents per lb., c.i.f., in drums.

PETITGRAIN.—Market has remained rather quiet. Spot, about 4s. 4d. and shipment at 3s. 10d. per lb., c.i.f.

ROSEMARY.—A moderate spot business reported. Spanish, finest quality, 2s. 1d. to 2s. 2d.; second quality, 1s. 8d. to 1s. 10d. per lb., as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 6d. per lb.

SASSAFRAS.—The latest advices indicate slightly dearer prices, with a good standard quality oil now at 4s. 1½d. to 4s. 3d. per lb., landed. Artificial oil at much lower figures.

SPEARMINT.—Not much inquiry, quotations steady. Spot, small lots, 8s. 9d.; shipment, 7s. 9d. per lb., c.i.f.

SPIKE.—A better demand on spot and conditions are firm. Spanish, spot, 5s. 9d. to 6s. per lb.; shipment, up to 5s. 7d., c.i.f. French oil, 9s. per lb., spot.

VETIVER.—Stocks on spot appear to be very limited and in strong hands. It is doubtful whether small lots could now be obtained at less than 37s. 6d., and as much as 40s. has been mentioned. The forward figures come out at about 37s., c.i.f.

WINTERGREEN.—Dealers are quoting spot at about 6s. to 7s. per lb., as to quantity.

WORMSEED.—Occasional spot inquiry, otherwise market dull. Spot, about 9s. 3d.; shipment, 8s. 3d. per lb., c.i.f.

Commercial Notes

JAPANESE PEPPERMINT OIL EXPORTS.—The shipments for the first nine months of 1934 and 1933 were as follows:—

Destination	Jan.-Sept., 1933		Jan.-Sept., 1934	
	Quantity	Value	Quantity	Value
	Pounds	Yen	Pounds	Yen
England	134,000	409,000	188,000	456,000
France	98,000	304,000	169,000	387,000
Germany	62,000	185,000	155,000	356,000
All others	71,000	219,000	67,000	189,000
Total	365,000	1,118,000	579,000	1,388,000

JAPANESE CAMPHOR EXPORTS.—Exports of refined camphor for six-month periods of recent years were as follows:—

Country	First half 1932	First half 1933	First half 1934
	Pounds	Pounds	Pounds
United States	739,417	746,957	875,925
British India	281,481	568,86	648,951
France	66,402	180,159	167,593
Great Britain	106,746	95,106	82,936

SICILIAN LEMON OIL EXPORTS.—The following particulars of shipments during the years 1929 to 1933 show the chief destinations and total annual values:—

Destination	1929	1930	1931	1932	1933
France	676	776	483	477	620
Germany	597	643	442	393	509
Great Britain	1,777	2,280	2,345	1,476	2,170
Netherlands	171	369	491	58	313
Russia	18	79	32	11	9
Spain	97	117	107	98	136
Australia	114	317	94	127	126
Canada	77	108	64	51	59
United States	1,551	2,670	1,565	600	1,233
Other countries	200	392	323	257	254
Total	5,278	7,750	5,945	3,548	5,429
Value in thousands of lire	72,571	34,612	15,078	10,821	12,834

SUDAN SENNA TRADE.—Shipments for the period January-June, 1934, amounted to 114 tons (£E.3,451), compared with 332 tons (£E9,120) during the first six months of 1933. Exports to the United States during the 1934 period amounted to 7½ tons (£E.81), against 107 tons (£E.1,481) for the six months' period of 1933. Great Britain took 76½ tons and Germany 18½ tons of the 114 tons exported during the period under review, which comprised the following:—

Senna	Quantity in Tons		Value in Egyptian Pounds		Approximate Unit Value	
	1933	1934	1933	1934	1933	1934
Pods	144	67	6,717	2,908	46.6	43.4
Leaves	102	13	1,446	180	14.2	13.8
Mixed	6	1	36	8	6.0	8.0
Siftings	70	33	930	355	13.3	10.8

JAPANESE AGAR PRODUCTION AND EXPORTS.—Production during 1934 of Kobe amounted to 1,600,000 lb. and Yokohama 520,000 lb. The estimates for 1935, under favourable conditions, are: Kobe, 1,950,000 lb. and Yokohama 585,000 lb. Stocks at September, 1934, totalled 254,000 lb. Shipments during January-September, 1934, were as follows:—

Destination	1933 (9 months)		1934 (9 months)	
	lb.	Yen	lb.	Yen
United States	573,000	639,000	365,000	419,000
Germany	389,000	449,000	393,000	491,000
Netherland India	298,000	361,000	375,000	467,000
France	290,000	282,000	192,000	190,000
England	268,000	311,000	269,000	307,000
All other countries	640,000	671,000	722,000	775,000
Total	2,458,000	2,713,000	2,316,000	2,649,000

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Praise for "The Compleat Pharmacist"

SIR,—It may be of interest to you to know that my article on "The Making of the Compleat Pharmacist" [*C. & D.*, January 5, p. 17] has brought me letters of appreciation from the Orkney Islands in the north to the Isle of Wight in the south, surely an indication of the widespread circulation of *THE CHEMIST AND DRUGGIST*. It seemed fitting that Mr. T. O. Barlow, one of the first pharmacy students I had in 1896, should be the first to send his appreciation and good wishes from Ryde; and that Mr. John P. Gibb (Raimes, Clark & Co., Ltd., Edinburgh, where I obtained my wholesale experience) should be the second from Kirkwall, where he still weathers the storm in representing his firm in the far north. A review of Mr. Gibb's book recording his experiences appeared in your issue of December 22 last.—Yours faithfully,

JAMES GRIER.

The University, Manchester, 13.

Pharmaceutical Machinery

SIR,—Let me congratulate you on your pages on pharmaceutical machinery (*C. & D.*, January 26, pp. 96-108). They are useful and most interesting. It is not easy for us to find the makers of machinery, and your list is useful enough to take care of.—Yours very truly,

J. WICLIFFE PECK.

London, W.C.1.

British Industries Fair

SIR,—To many United Kingdom industrialists the month of February has but one significance, that of the British Industries Fair. Much has been said and written of it. To you in Great Britain it may convey an impression of "Britain's largest shop." To the overseas buyer those two weeks are of equal interest and vital importance. It must not be forgotten that whilst your home industries have been striving to create new designs and to manufacture more modernised preparations or goods for world markets, those in co-operation with you in overseas markets have not been idle or asleep. It is more difficult to sell than to purchase. During the past fifty weeks the products, bought in 1934, had to be sold so as to permit repeat orders to be placed this year. My appeal last year for more suitable advertising for British goods was not made in vain. Several important firms have responded and the interesting and remarkable statistics compiled bear ample proof. In France, with a city as a centre or nucleus, steady developments have been made and are in fact still in progress. Elegant displays of your country's produce have been arranged in several hundred shop windows here. A really definite start has been noticed, distribution of new goods has been successfully effected and, more important still, a solid foundation for future sales has been laid. Not content to remain at this well-advanced position, further business must thereupon be built. Last season's results should be cultivated, developed and increased by means of a larger campaign and more elaborate propaganda. Systematic and methodically arranged publicity can crown these well-commenced efforts with success, capable of bringing 1935 figures up to a higher standard than the present expectations. To those who may be wrongfully informed allow me to repeat my statement during last year: "There is no hostility to British goods, as such, in French markets."—Yours faithfully,

G. R. TOOGOOD.

Paris, 8e.

A Reformation Desired

SIR,—Pharmacy is in a deplorable state, and pharmacists are content to grumble. They do but little towards the improvement of the present system. The Fascist programme as produced in *THE CHEMIST AND DRUGGIST* of January 5 was interesting, but the very Utopian feature it presented breathed the very essence of impossibility. Pharmacists will never unite under the present system, the few isolated examples forming the exception to the rule, and it is evident that a total reformation is necessary. . . . I shall welcome the day when mem-

bers of the Pharmaceutical Society will become civil servants; we shall then have no redundant pharmacies, no bickerings and petty quarrels, no price cutting, no fear of loss of trade due to other traders, no fear of yet another opposition; we shall then have a salary proportional to our standing. Let us all welcome the control by the State, but first let us pave the way for the arrival.—I am, etc.

R. I. DAVIES.

Llandudno.

A Request for Details

SIR,—On reading the report of the Council meeting in your issue of January 12, and particularly the speech of Professor Gunn, I cannot help thinking that we ought to be supplied with full details as to what the salaries were which Professor Gunn referred to as representing a capital of about £12,000, and which he stated were passed "without much consideration." As a member of the Society, I claim the right to know what salaries and allowances are being paid to the various officers of the Society. This information cannot be derived from any published accounts. I ask you, Sir, therefore, if you can obtain this information and publish it for the benefit of subscribing members of the Society. If, in so doing, you can also obtain details showing what the salaries used to be—say in the days of the Bremridges (father and son) and in the time of Sir William Glyn-Jones, we should know exactly what lies behind the disturbing statements made by Mr. Hines and Professor Gunn at last month's Council meeting.

Yours truly,

J. F. McNEAL.

Little Chalfont.

A Protest from Oldham

SIR,—At the meeting of the Oldham and District Chemists' Association held January 28, it was unanimously resolved that a letter be sent to the trade papers, and to Messrs. E. G. Hughes, protesting against the action of the latter firm in bringing forward a coupon gift scheme of no value to the dealers and little use to the public, who would be expected to spend at least 9s. on a product of not necessarily frequent use, to obtain a gift . . . such as we protested against giving away with a 1s. box of face powder. . . . The action of cigarette makers in having given up such schemes was approved, and regret expressed that pharmacists should be invited to have any connection with such schemes as are rejected or disliked by all chambers of trade and shopkeepers generally. We are of opinion that such an attempt to try to increase the sale of what has in the past been considered a good-class pharmaceutical product by such an undignified method is lowering the status of every self-respecting pharmacist and deserves no support whatever.—Yours respectfully,

J. F. ANDERTON, President;

F. NEWBY, Secretary.

Oldham and District Chemists' Association.

Dazzling Functions

SIR,—I read reports of the various social functions being held just now with tickets varying in price to as high as 15s., exclusive of wines; then I read the speeches made at such functions by our leaders, so called, in which each leader vies with the others in lauding the praises of pharmacy. Next I turn to the photographs of such functions and note the expanses of white shirts, to say nothing of bejewelled ladies. Then I reflect and wonder. Is it possible that the members of the Council have acquired a false value of pharmacy and pharmacists? Do they consider our once-a-year show of opulence a true reflection of our standard of living? Is it possible that the members of the Council attend too many functions, and do they perchance carry the affluent atmosphere they are so constantly moving in to Bloomsbury Square? It certainly looks as if that atmosphere would pervade Brunswick Square. Your article on "The Gilded Square and the Vicious Circle" is a timely warning. Unfortunately it is essential that a councillor be, if not a man of leisure, certainly owner of an excellent business. Have councillors then time, after

attending Council and Committee meetings, to keep in touch with the rank and file, assuming of course that they devote a little time to their own affairs? It used to be said that "chemists weigh in grains and think in grains." That I know to be an exaggeration. Can it, however, be that some of our councillors have installed a weighbridge in their dispensaries? Now as the solution to all this, may I suggest that members of the Council (and not retiring members only) spend just a little time in having a friendly chat with the man behind the counter? I fear we all have a pet grievance; no doubt these could be elucidated, perhaps even satisfactorily explained. This, I feel sure, would clear the air; and I, for one, would then feel that I was worthy of some consideration at times other than the "election."—Yours faithfully,

SQUARE DEAL (28/1).

The Late Mr. John H. Robinson

SIR,—I should like to add a small tribute to my old friend and colleague to that contained in your issue of January 26. I had known him for some twenty-five years or so. He frequently spoke very strongly against the powers that be, and the "hush-hush" policy, only recently mentioned by one of the councillors, was a frequent expression of his when referring to pharmaceutical politics. He had a splendid character and, as mentioned, would go out of his way to do good. He would go regularly to one of the city churches for evening service and open his pharmacy for an hour afterwards—not the usual custom. It was due to his activity, when the British Pharmaceutical Conference was held in Liverpool in 1920, that the opening on the first day took the place of a service in the portion of our new Cathedral that was finished. He was very fond of two spots of England—the Lake District and Cornwall. He once gave an excellent and entertaining address on "Eccentrics, by one of them," and brought some large water-colour sketches to illustrate his remarks. A great brightness went out of his life when his wife passed away some years ago. His attendance at the Liverpool Chemists' Association meetings some years ago added humour to vigorous criticism; one of his remarks—which has almost become historic—was that the meetings were too scientific. He said, "What do we behind the counter, who have to provide for our families, want with discussions on 'The Activity of Phosphoric Acid on Tin-tacks?'" Bloomsbury Square frequenters have been entertained time after time at their annual meetings along the same lines. The block in the C. & D. is an excellent picture of him as we knew him.—Yours, etc.,

J. G. WALLBRIDGE.

Liverpool.

Examination Failures

SIR,—It would be interesting to have a further analysis of the examination results as published in the C. & D. of January 19. Thirteen passes out of ninety-eight are bad enough. The normal session ends in time for students to take the examinations in July. By January most of those entering will be, perhaps, the result of heavy "ploughing" in previous examinations. Can the average number of entries of those who pass the whole C. and D. examination be ascertained? A pass list of 13 per cent. is shocking, but how many efforts has this success needed? At £8 8s. a time "rep. mist." is no joke, and will lead to more people going only halfway in their career, and remaining, like—Yours, truly,

UNQUALIFIED (29/1).

Draft Poisons List and Rules

SIR,—There is a matter which may become urgent, demanding vigorous and united action on the part of the retail section of the trade. Mr. Hines quite recently gave it as his opinion that it would be bad tactics to endeavour to have a monopoly of sales based upon a "Poison" label and that there was a real and outstanding need for a "Cautionary" list of medicinal preparations saleable only by the qualified man. He told pharmacists that they should put up the fight of their lives in demanding it. It is now becoming known that the Poisons Board has stated its intention not to issue a second draft for public criticism. Can the Pharmaceutical Society and the National Pharmaceutical Union tell members whether the List as it is to be presented to the Secretary of State will contain such a "Cautionary" list and, if it will not, what steps they recommend should be taken to ensure its inclusion?—I am, etc.,

CAUTION (23/1).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

G. W. (9/98).—CASTRATION OIL.—The following recipe is given in "Veterinary Counter Practice" and is representative of oils used for the purpose mentioned:—

Gum, benzoini	...	...	...	...	3j.
Acid, carbolic	...	...	...	...	3j.
Rad, anchusæ	...	...	...	...	3ss.
Ol. olivæ	...	...	...	...	Oj.

Digest for several days in a warm place, and strain.

As your sample of oil is coloured green chlorophyll is undoubtedly used instead of rad. anchusæ.

W. F. (24/38).—PRESERVING VETERINARY BEEF TEA.—When preserving concentrated beef tea or beef juice, the first consideration is the container. All containers should be sterilised by steam or in an autoclave. If bottles, they can be steamed upside down, ready for immediate use when cool. Corks, caps or covers must be sterilised ready for use by means of steam or formalin. (The smell of formalin is not easily discharged from cork.) Beef juice must not be heated as it would coagulate the albumen; it must therefore be prepared aseptically, and bottled, after the addition of benzoic acid gr. xiv. to the pound. Concentrated beef tea is chiefly peptone with extractives, and not damaged by heat if prepared with pepsin. The heat will stop the peptic digestion and sterilise the material. As the bottles will be opened frequently they should be preserved with benzoic acid gr. xiv. to the pound. It has been stated that gr. vii. to the pound will keep protein material, so that gr. xiv. will give a safe margin. The benzoic acid will not taste and the small quantity present will be no disadvantage whatever.

E. G. C. (22/58).—DRY SHAMPOO.—The following is a formula for a dry spirituous shampoo:—

Potassium carbonate	..	..	..	..	3iss.
Borax	..	..	..	..	3ss.
Glycerin	..	..	..	..	3ij.
Solution of ammonia (0.880)	..	..	..	..	℥xL.
Saponin	..	..	..	..	gr. x.
Alcohol	..	..	..	..	3xij.
Water	..	..	..	..	3viiij.

If industrial methylated spirit is used the permission of the Commissioners of Customs and Excise must be obtained. If the solution of ammonia is omitted from the above formula when using industrial methylated spirit it will be necessary to include as a denaturant 1 per cent. of diethylphthalate.

O. B. (3/48).—LIQUID FOR SWIMMING BATH.—This solution has a specific gravity of 1.0, yields 0.6 per cent. total solids on evaporation, and 0.3 per cent. ash. There is no organic matter. It contains a little calcium and liberates feebly iodine from potassium iodide on acidification. Therefore, it is probably a solution of chlorinated lime which has deteriorated.

I. F. S. (30/1).—The direction "3ss. ex aq. q.q.h." means that half a fluid ounce of the medicament prescribed is to be taken every four hours. Writers of medical Latin keep clear (or should keep clear) of ambiguity by writing "omn. hor.," or in full "omni hora," when "every hour" is intended. The letters "q.q.h." signify "quaque quarta hora."

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," February 14, 1885

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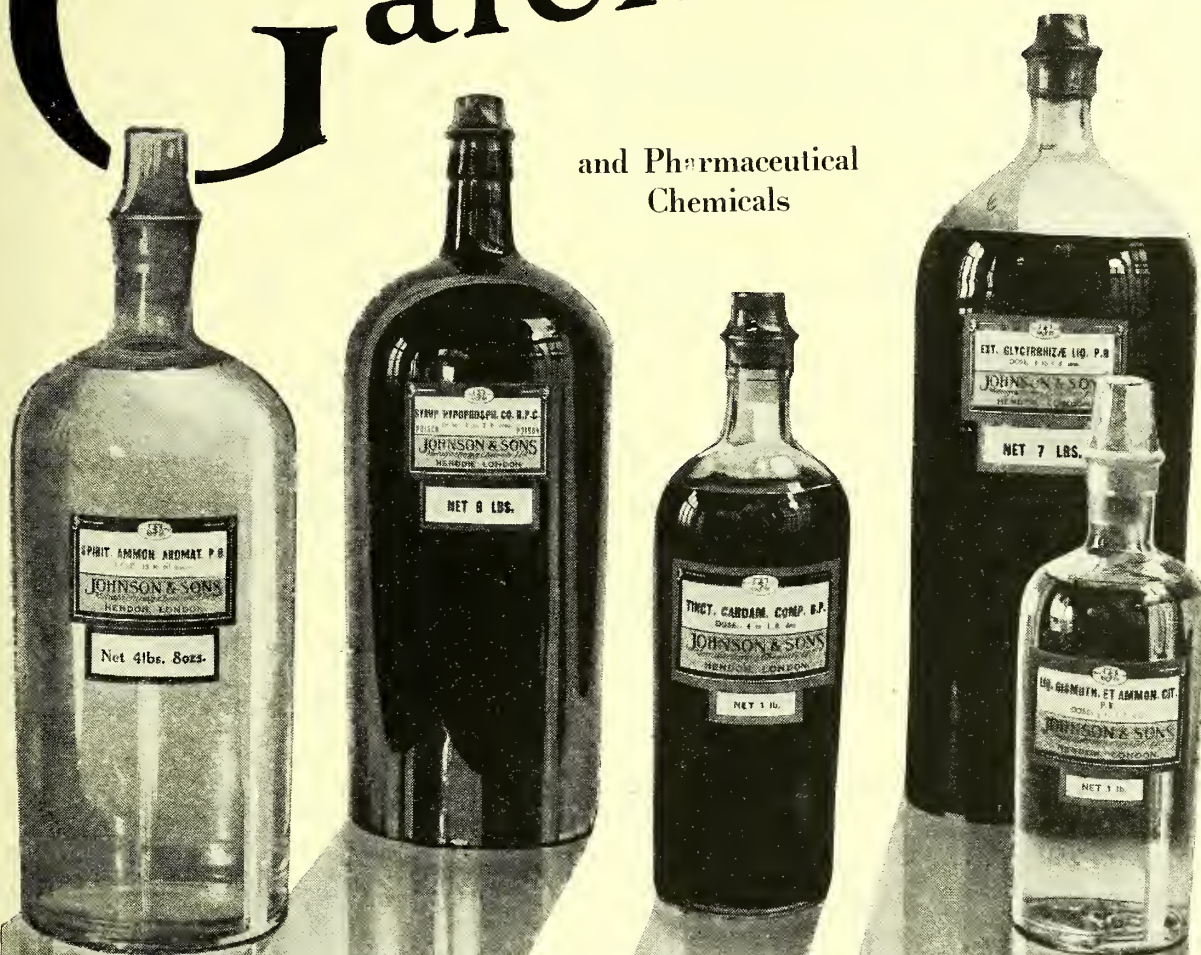
The Cremation Society favour us with particulars of the friendly services which they are now prepared to offer. In consequence of the recent decision of Mr. Justice Stephen, who declares that the cremation of a dead body is a legal proceeding if effected without nuisance to others, they have decided to open their crematorium at Woking for public use. They will require a written application from the friends or executors of the deceased, and two medical certificates of the cause of death before permitting the use of their institution. Their fees, which are exclusive of the cost of transit, amount to £6.



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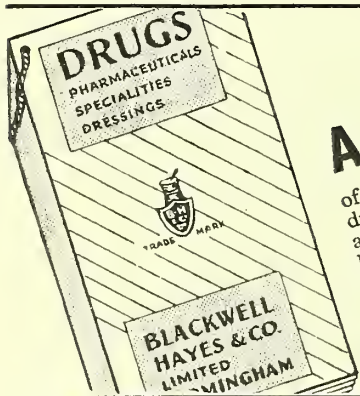
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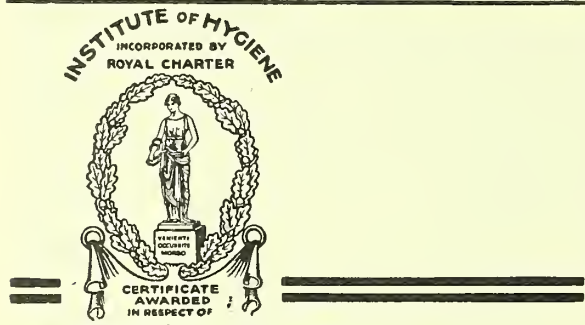
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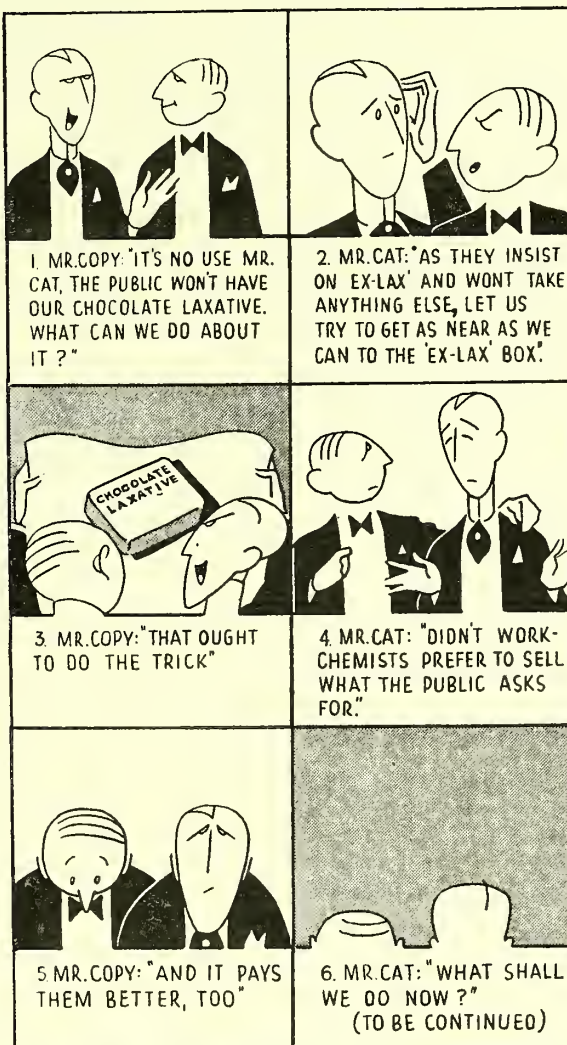
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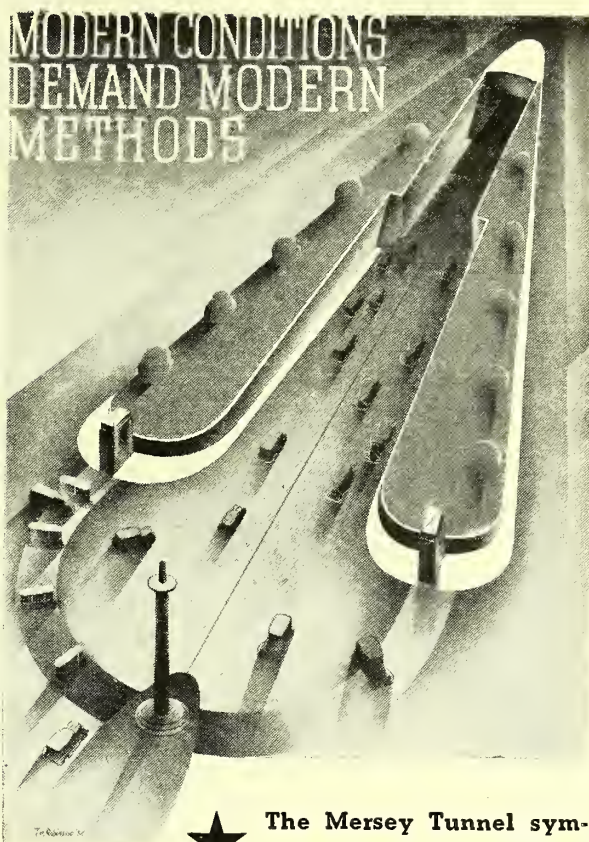
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SUPPLEMENT

28 ESSEX STREET, LONDON, W.C.2

FEBRUARY 2, 1935

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17.—**NORFOLK**.—High-class Retail Business; returns over £6,000 per annum; fixtures worth about £300, stock over £2,000; good living accommodation with bathroom; rent £200 per annum; long lease; rates £70 per annum; price for immediate sale £1,000 for lease and goodwill plus stock and fixtures at valuation.

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(C5) LONDON, N.W.—Attractive modern pharmacy, situated in rapidly growing middle-class residential area; present returns approximately £20 per week, with extensive scope for substantial increase; low overheads; price to comprise value of stock and fixtures, together with a small goodwill; owner selling on account of advancing years.

(C6) SURBITON (NEAR).—Unopposed excellent profit-earning business, situated in populous middle-class area; present returns upward of £30 weekly, and steadily increasing; very low rental; net profit approximately £450 per annum; price £950; excellent opportunity.

(C7) BRIGHTON.—Old-established main-road business, situated in populous middle-class residential area; turnover approximately £20 per week, with excellent scope for further increase; rent £90 per annum, including living accommodation; price £600 or near offer.

(C8) NORFOLK.—Genuine market town business, with good living accommodation, for quick disposal; certified turnover for 1933/34 financial year, £1,769; the current year's returns show an increase over these figures; rent £80; reasonable purchase price; every investigation welcomed.

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2.—EAST COAST.—Sound Light Retail, showing steady increase; returns £1,370, gross profits a third; very attractive modern Pharmacy; stock and fixtures worth £580; price £700.

3.—KENT COAST.—Light General Retail with good Photo connection; returns over £900, increasing; attractive shop, with modern house; excellent stock; price £550 or near offer.

4.—NORTH MIDLANDS.—Mixed Country Drug Store; under management; present returns £16 to £17 weekly; low rent; good saleable stock; price £350.

5.—KENT.—Village Business; few miles out; no opposition; returns £1,150; net profit £290; large shop, with house attached; rent £65, sublet £48; long lease; price £750 or offer.

6.—BRISTOL.—Light Cash Retail with N.H.I. and Kodak Agency; returns last 3 years average £900; net profit £250; rent £78, sublet £32 10s.; price, including £250 stock, only £450.

7.—SURREY (12 miles out).—Good General Cash Retail; steadily increasing; no near opposition; returns last year £1,580; net profit £400; net rent £65; long lease; stock and fixtures worth £600; price £950.

8.—LONDON, N.W.—Well-established Light Cash Retail, with good N.H.I.; returns £1,150; net profit £265, after paying assistant; thickly populated district; no opposition; price about £550.

9.—ISLINGTON.—Old-established Business; in main road; present returns £650 plus N.H.I. £7 monthly; under elderly manager; plenty of scope; rent practically covered by let-off; price for quick sale £300, bare valuation.

10.—WESTMINSTER (near).—Death vacancy; Old-established Business; neglected; present returns £12 to £14 weekly, plus N.H.I. £100 yearly; rent and rates covered by subletting; valuation or first reasonable offer accepted.

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BRIGHTON.—Well-fitted and stocked Pharmacy; established 1829; long lease; low rent; reasonable offer; busy thoroughfare. 255/253, Office of this Paper.

BRISTOL.—Old-established, Progressive Pharmacy; well fitted and stocked; easily managed; Kodak, Selo, large N.H.I. Dispensing; no Optics done locally; attractive corner premises, with good living accommodation; rent and rates £125; nett profit £455; accountant's figures; genuine inquiries only, please, with suitable references; price £1,600 approx., or valuation terms. 41/7, Office of this Paper.

LARGE TOWN, SUSSEX COAST.—Drug Store; established over 30 years; lock-up shop; rent £30; suit Qualified Man, who could increase turnover 50 per cent. and profits 75 per cent.; great scope N.H.I.; present takings £10 weekly, net profits £3 weekly; price £100, fixtures, &c.; stock at valuation, about £180. Apply 39/3, Office of this Paper.

LINCOLN, High Street.—An old-established Cash Business for sale, together with the premises and house and shop adjoining; excellent living accommodation, large yard, two-storied warehouse; age sole reason for sale. Apply 40/24, Office of this Paper.

NEAR Liverpool.—Branch Shop, smart appearance, in a very busy shopping centre; under management (Qualified Chemist); gross turnover last year £1,250; rent and rates moderate; lease can be obtained; improvement certain under personal supervision; price £700, or valuation terms entertained. Further particulars apply to 40/9, Office of this Paper.

SOUTH YORKS.—Busy mining district, no opposition possible; good living accommodation; cash trade; Kodak and Medicated Wines; N.H.I. about £25 monthly; a genuine opportunity. Further particulars apply 40/21, Office of this Paper.

DRUG STORE.—Good Photographic Business, South Coast; lock-up shop, excellent position, £1 weekly, inclusive; good lease; turnover for last 3 years approximately £2,400, net profits about £900; fine opening for Unqualified; been neglected; good stock and fittings, all at £200. 255/247, Office of this Paper.

EXCELLENT OPPORTUNITY.—Unopposed Pharmacy in centre of medium- to good-class residential suburb (Surrey), which is steadily growing; receipts for the last financial year £1,640, and steadily increasing, showing nett profit of approx. £475; Kodak Agency, good Private Dispensing and Prescribing, and good Photographic; well fitted and stocked, with good living accommodation, which if not required by purchaser could be sublet at a good rental; garage; this business has a splendid future; ill-health and other interests reason for sale; price £1,500 or near offer; premises on lease at £130 rental per annum. Reply 41/5, Office of this Paper.

FOR IMMEDIATE SALE.—Recently established business in Surrey, 20 miles from London, in rapidly developing area, pop. 2,400; no opposition; nice shop, splendid flat; takings £12-£15 per week, capable of considerable increase; splendid opportunity for beginner; owner has other interests; rent and rates £95 p.a.; stock about £150; first genuine offer accepted. 40/50, Office of this Paper.

FOR SALE AS A GOING CONCERN.—Business of Manufacturing Chemists, including valuable proprietary lines; near London. 255/243, Office of this Paper.

HYGIENIC, Herbal Store; would suit chemist; main road, bus, tram route, Clapham; shop, three rooms, every convenience; rent 21s. ex. agreement; special reason for wishing to dispose; quick sale £100, includes stock, fixtures, etc. P.C.B. 151/13, Office of this Paper.

If you have a Business to Sell, or desire to Purchase one, don't broadcast the fact!!! My system is to introduce Vendor and Purchaser *privately*, and to negotiate the transfer and valuation *personally*, in an impartial and unbiased manner. Your Stock valued for income-tax requirements, and your accounts audited under the same conditions of secrecy. S. F. Clark, F.N.A.A., Chemists' Valuer and Transfer Agent, 34 Marksbury Avenue, Richmond, Surrey. 'Phone: Prospect 3366.

OLD-ESTABLISHED Chemist's Business, Sheffield, near centre of city. Particulars apply Poppleton & Appleby, 27 York Street, Sheffield.

CHEMIST Business, situated main road Newcastle-on-Tyne; spacious modern double-fronted lock-up; beautifully fitted and equipped; rent £80; lease possibly at lower rental; turnover approximately £1,350 under manager; good N.H.I.; has done over £2,000 yearly; well stocked; price £750 or near. Write "Chemist," 9 Stargate, Ryton-on-Tyne.

BUSINESS WANTED.

PRIVATE Chemist desires to purchase Business with living accommodation (turnover about £2,000); Eastern Counties preferred. Particulars, in confidence, to 40/10, Office of this Paper.

PREMISES TO LET.

BLACKPOOL.—Double-fronted Shop empty; good living accommodation; 6 years Chemist; good shopping centre for residents and visitors. Also Empty Shop, main street, close to Promenade. Bonny, 189 Church Street, Blackpool.

HILLINGDON, Main Uxbridge Road.—Shop and upper part in block of 5 (two already disposed of); low commencing rent of £110 p.a.; shop front installed to tenants' reasonable requirements. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tele.: Mayfair 7666.

ROMFORD.—Centrally placed, facing station in a newly erected important parade of shops with self-contained flats over; also a spacious half shop; good opening for high-class Chemist; rents £95 and £175; on lease. Apply T. E. Knight, Estate Office, 15 Station Parade, Romford. 'Phone 808.

'MIDST MULTIPLES.

CROSS KEY POSITIONS.

MODERN SHOPS, 50 ft. to 100 ft. deep, in the premier trading positions, to be let to substantial tenants only. One or two flats above.

EDGWARE, near Tube, of imposing Architecture, adjoining Multiples. £250 to £325 p.a.

EDGWARE, Premier Parade. £425 p.a., small premium.

BURNT OAK, Main Road, finest position of all. £350 p.a., no premium.

BURNT OAK, Main Road. From £200 p.a., including shop front.

STANMORE CIRCUS. A chance for the far-sighted. Tempting rents for the first 6; 2 already let.

KENTON, already vying with Harrow and Wembley. Two shops, £350 p.a. each.

WEMBLEY (Preston Road), opposite station. £225 p.a., rising.

WEST WICKHAM, KENT. A very busy and improving centre, adjoining Woolworths. £325 p.a. while they last.

WRYTHE LANE, ST. HELIER. Centre L.C.C. Estate, 10,000 houses, 50,000 inhabitants. Unique cheap market proposition; scope unlimited.

COCKFOSTERS. Outstanding site opposite and adjoining Tube; 6 shops already let before a brick is laid. £325 p.a. (less first 3 years).

BASINGSTOKE, Hants. High Street, adjoining David Greig, 2 doors Woolworths, near Marks & Spencer. Becoming an important centre. £200 p.a. to £350.

SHOPS TO MEASURE.

In 1934 I built Stores to exact requirements of Woolworths, Lawleys, Meakers, Times Furnishing Co., Scotch Wool, Payantake, London Co-operative Society, MacFisherries, Treadwell Bros., and other famous firms. I am always pleased to submit plans and quote competitive rents to established traders.

Further particulars of Geo. Cross, Estate Office, 35 Baker Street, W.1.

CHEMIST'S OPPORTUNITY.—Good Double-fronted Shop, with ample living accommodation; adjoining Snaresbrook Station, Waustead, E.11; good-class and growing neighbourhood; no near competition; rent £114, exclusive. Allam, "Norton Garth," The Close, Gidea Park, Essex.

IMPOSING New Corner Lock-up Shop to Let in busy shopping centre; near Leytonstone L.N.E.R. Station and almost opposite Sainsburys; wonderful opportunity for enterprising Chemist. Apply 49 Church Lane, Leytonstone.

PARFUMERIES DE PARIS, LTD. (in voluntary liquidation) offer the lease of modern premises of over 10,000 sq. ft. until Christmas, 1936, at a rental of £700 per annum and charges; fitted for Toilet business and with all up-to-date conveniences. Larden Road, Acton, W.3. Tel.: Shepherds Bush 2343.

SHOP and Delightful Flat to Let; in excellent Central Parade; rental £3, rising to £3 10s. per week; suitable for Chemist; flat accommodation, 3 good bedrooms, modern kitchen, bath and w.c. Call or write, Mayfield House, Mayfield Gardens, W.7. Phone: Perivale 1446 or 2284.

PREMISES FOR SALE.

SHOPS! SHOPS!! SHOPS!!!—Wonderful opportunity. Right position for Multiple Firms, Shoe Trade, Milk Trade, Grocers, Green grocers, Fishmongers, Drapery, Chemist and Druggists, Baker, Hardware, Furniture, etc.; well-built shops, with excellent living accommodation; prices from £1,250 freehold; rents from £90 per annum, shop front included; easy terms arranged; inspect and judge the possibilities. Write for particulars, P. Chase Gardener & Co., 295 High Street, Hounslow.

AGENCIES.

SCOTTISH Firm wishing to extend English market offer lucrative exclusive Agency to men with good connection. The product (medicinal) is non-competitive and has chemist's own name and address. State area and connections to 39/21, Office of this Paper.

AGENCY Wanted.—Advertiser, own car, small Liverpool office, possessing excellent connection Wholesale and Retail Chemists, Co-ops. and Stores in North of England, desires good Agency on commission or commission and part expenses; any good line, Toilet, Toilet Sundries, Perfumery or Soap, etc.; capable of big turnover. Full particulars, please, to 40/52, Office of this Paper.

SALE BY AUCTION.

Removed from Wembley for Convenience of Sale.

SALEROOMS: 5 LITTLE BRITAIN (close to G.P.O.), London, E.C.

THE CHEMISTS' SHOWCASES AND FITTINGS, together with the remaining STOCK, consisting of Drug Runs, Wall Showcases, Glass Counters, Dispensing Screens, Mirrors, Cash Tills, Compacts, Powders, Scents, Perfumes, Shampoos, and a large quantity of empty Bottles of various sizes.

B. NORMAN & SON

will Sell by Auction at their Sale Rooms, as above, **WEDNESDAY NEXT, February 6, at 11.30 a.m.**

View Day Prior. Catalogues on Application.

PARTNERSHIPS.

CHAIRMAN or Managing Director (if Chairman, sleeping or active) for new limited company marketing Veterinary Medicines and Foods for Domestic Animals; investment £200 to £500. Write P.C.B. 151/14, Office of this Paper.

WHOLESALE and Manufacturing Chemist seeks Working Partner, preferably Qualified, with connection Chemists, Hospitals, Doctors; small but very live concern needs capital for development. 40/32, Office of this Paper.

DIRECTORSHIP.

DIRECTOR (active) wanted, M.P.S., by firm of Chemists and Proprietary Food Manufacturers; moderate investment. Apply 255/246, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BIRMINGHAM District.—Young Unqualified Assistant for Sickness Relief, a month or possibly longer; would be released immediately if permanency obtained; must be used to rapid N.H.L. Dispensing. Please state salary and all usual particulars, including references, to 41/2, Office of this Paper.

BLACKPOOL.—Qualified Male, Senior; permanency; must have seaside experience; Photo; energetic; give full particulars, references, salary, experience, etc. Galloway, Church Street.

DEVON.—First-class Dispensing Business requires married, Qualified Assistant (middle age preferred) for afternoons, late evening until midnight, and Sunday duties; living accommodation over shop; moderate salary; fullest particulars, salary, experience and references in first letter. 42/3, Office of this Paper.

LONDON, W.5.—Qualified Assistant, male, required for a quick Cash business (not over 30 years of age); used to Window-dressing. Apply, giving full particulars in first instance, to 40/20, Office of this Paper.

MANCHESTER.—Qualified, experienced Manager required (over 26 years); must be good Window-dresser and Counterman, and accustomed to brisk Family business and N.H.L.; Optical knowledge an advantage, though not essential. Write, stating age, height, experience, salary required (photo if possible), to 40/17, Office of this Paper.

MIDDLESEX.—At once, Qualified Male Assistant (permanency) (25 to 35); must be quick and accurate Dispenser, good Counterman; thoroughly trustworthy; capable of taking temporary charge; knowledge of Optics an advantage; state full particulars (photo if possible) and salary required; replies unanswered in 7 days respectfully declined. 40/54, Office of this Paper.

NORTHAMPTON.—Wanted, Junior, Unqualified, either sex, for Dispensing and Counter. Reply, giving full particulars as to experience, age, height and salary required, to 40/51, Office of this Paper. Replies not answered in 6 days declined with thanks.

SEASIDE, Norfolk.—Qualified male, permanency; please give particulars age, height and experience, snap or photo if possible; salary about £3 to £3 5s. and commission on increased turnover (genuine possibilities). 40/6, Office of this Paper.

TORQUAY.—Qualified (Male) Assistant required. Apply, stating full particulars and salary required, to E. Quant, Landour, Torquay. Apply by letter, and, to save time and correspondence, will applicants, if possible, send a telephone number for night call.

A.A.A.—UNQUALIFIED (Male) Assistant required for working-class locality E. London; must be quick and accurate Dispenser and good Window-dresser. Write, giving particulars, references, age and salary required. M. B., 76 Carnarvon Road, London, E.15.

DISPENSER.—Gentleman required immediately in London Surgery; Junior who has served apprenticeship entertained. Write age, experience and salary (outdoors) to Advertiser, 573 Romford Road, Forest Gate.

LADY required for Branch Shop in small East Coast resort; must have served regular apprenticeship (age about 25-35); usual particulars, with photo if convenient. 40/11, Office of this Paper.

OPPORTUNITY.—Qualified Young Pharmacist required; well trained and of good appearance and address; first-class Dispensing and Counter experience essential; position is permanent and progressive; application in confidence. 255/244, Office of this Paper.

QUALIFIED Lady required for good-class business in Midlands; permanency; apply stating age, salary required and full particulars of experience in first letter; if unanswered in 4 days respectfully declined. Apply 40/28, Office of this Paper.

QUALIFIED Manager wanted at once for new business; write, stating experience; moderate salary to commence; if satisfactory an interest in the business would be given. 40/49, Office of this Paper.

QUALIFIED M.P.S.; either sex; elderly no objection if active; easy hours; light duties; experience in Optics or Chiropody an advantage, but not essential; North London district; state salary, which must be moderate; excellent prospects. Write BM/ETRE, London, W.C.1.

REQUIRED IMMEDIATELY.—Qualified Assistant to act as Superintendent; elderly lady or gent. requiring easy hours not objected to; state salary and full particulars first letter; S.E. district. 35/10, Office of this Paper.

TWO Stocktakers required by company for Branch Stocktaking; only men with previous experience need apply. Full particulars to 40/29, Office of this Paper.

UNQUALIFIED Assistant wanted, with good Counter experience, to act as Junior in a London Pharmacy; alternate Sunday evening duty. Give full particulars as to age, experience, etc., with salary required, to "Ph.C.," P.C.B. 151/10, Office of this Paper.

UNQUALIFIED Assistant (20-26) required at once for Retail Shop and N.H.I.; good wages paid to good worker. Write, or preferably call Sunday afternoon (side door), Golden, 59 Hillside, Stonebridge Park, N.W.10.

WANTED. Lady Assistant for Drug and Dispensing Department (Qualified or Unqualified). Apply, stating age, wage and experience, and enclosing copies of testimonials, by first post Thursday, February 7, to Secretary, Horbury Industrial Co-operative Society, Ltd., High Street, Horbury. Endorse applications "Drugs."

WANTED.—Lady Dispenser (20-24) for Junior position; keen worker and able Dispenser; excellent opportunity for permanency and to obtain keen knowledge of trade. Apply by letter, giving usual particulars, salary, photo, references, Morrell & Dixon, 5 High Road, Wood Green, N.22.

WANTED. Qualified Junior, smart. Call Friday, 3-4 p.m., at 457A New Cross Road, S.E.14.

WANTED. Qualified married Manager for small limited company in Midlands (preferably 30 to 35 years of age); willing to live on the premises; owner willing to offer interest in the business to energetic man; applicants should state age, family, experience and salary required. 255/248, Office of this Paper.

W. H. MAUNDER & SON, LTD., Chemists and Opticians, Taunton, require an experienced Assistant; Dispensing, Photographic, Windows, etc.; preference given to one with J.C.Q.O. registration; good living accommodation offered to married man; please give full particulars in first letter; interview by arrangement.

YOUNG Lady M.P.S., recently Qualified, required immediately. Apply personally after 10 a.m. to Manager, Arnetts, Chemists, 207 Munster Road, Fulham, S.W.6.

YOUNG Lady required for Office; Retail experience essential; knowledge of Shorthand and Typing an advantage; office hours; salary £2 per week. Apply in writing in first instance to Secretary, Messrs. Tanners, Chemists, 350 High Road, Tottenham, N.17.

YOUNG recently Qualified Junior (Male) for permanency on February 18; must be a Londoner; accustomed to quick N.H.I. and busy Counter, including Photographic. Apply, giving particulars as to wages, etc., to Bute's Pharmacy, 51A High Street, N.W.1.

WHOLESALE.

YORKSHIRE.—Old-established Manufacturing House requires the services of a young and active Representative, with some Retail experience, to work and extend existing connection in North of England; state territory covered, experience and nature of goods previously carried, age, remuneration required and when available, all in first letter, which will be treated in confidence; only men with actual Travelling experience need apply; no stamps. 255/252, Office of this Paper.

ASSISTANT Chemist wanted, Qualified, for London Wholesale Druggists. 254/226, Office of this Paper.

CHEMISTS' SUNDRIES.—Young Man (about 21), preferably with knowledge of Wholesale Surgical Trade, required for office of large and progressive firm; excellent opportunity. Apply, with full details of age, experience and salary required, to P.C.B. 151/4, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

COSMETICS.—London Manufacturers require capable Representatives for Manchester, Liverpool and Glasgow; salary and commission. Apply 255/249, Office of this Paper.

ENERGETIC Salesmen wanted for South of England and Midlands to handle high-class Toilet Preparations retailing at popular prices; only men with proved connections and integrity need apply; small salary and high commissions paid to selected applicants; exclusive areas granted. 41/3, Office of this Paper.

FOREMAN for Tablet and Pill Department wanted by Manufacturing Chemists near London; must be fully experienced in all branches, including Coating. Reply, stating age and wages expected and giving full details of experience, 255/250, Office of this Paper.

MEDICAL Representative wanted. Write, stating age, experience and salary required, to Mr. Beevers, W. A. Wharram, Ltd., Wholesale Chemists, 27 Eastgate, Leeds, 2.

OLD-ESTABLISHED and well-known London House, dealing in Proprietary Medicines and Cosmetics, requires young Salesman as Junior Representative; the territory is Southern Scotland, including Glasgow and Edinburgh; some knowledge of the Chemists in this area is desirable. Write, stating particulars, to C. R., 255/239, Office of this Paper.

REPRESENTATIVES wanted by Manufacturers of Surgical Dressings; calling on Retail Chemists in all districts; liberal commission. Apply Galloway & Clarke, Incorporated Accountants, 70 Finsbury Pavement, London, E.C.2.

REPRESENTATIVES on commission for nationally advertised line for all parts of U.K.; easy to carry and work in with other lines; applicants must have established connection and be well known on ground; car owners preferred; full particulars in first letter treated with strict confidence. 35/8, Office of this Paper.

REPRESENTATIVES required, calling Chemists, etc., in all districts, to handle a quick selling, non-competitive line on commission basis only; applications from responsible men, with fullest details, only desired. Apply in first instance to Secretary, 105 Chapstow Road, Newport, Mon.

REPRESENTATIVES with an established Drug connection with Medical men in the North or Midlands are invited to communicate with the advertiser; a rare opportunity is offered to acquire an interest in an established Manufacturing Firm on easy terms; a good connection more important than available capital; please give full particulars of ground covered and annual turnover. Advertiser, 40/120, Office of this Paper.

REPRESENTATIVES, with first-class Chemist and Druggist connections, required for following territory: Wales, Midlands, South-West of England and Northern Ireland. Article in question is old-established, well-known and widely advertised to trade; excellent commission; please give full particulars; other non-competitive lines are permitted. 255/242, Office of this Paper.

TRAVELLER required for London Wholesale Druggist to interview Doctors and Chemists in North and East London; previous experience essential. Give fullest particulars, salary, etc., in confidence, to 255/251, Office of this Paper.

TRAVELLERS, calling on Chemists, wanted for all districts England and Scotland (except London and South), to sell popular line on commission; state experience. 255/241, Office of this Paper.

WANTED, for small Manufacturing Chemist in Lancashire, supplying mainly Doctors, an industrious Unqualified Assistant, preferably with some knowledge of Manufacturing and Wet Counter Work; age 35. Apply, stating experience and wages required, to 40/12, Office of this Paper.

WEST End Firm requires experienced Shorthand-Typist Correspondent (22-26); good appearance; knowledge of Medical or Surgical business an advantage; full particulars and salary. 255/240, Office of this Paper.

WHOLESALE HOUSE EXTENDING TERRITORY IN SCOTLAND.—Young Man required as Representative; with good knowledge of Drug Trade; preferably in a position to take up share holding of £300; salary, commission and expenses. 31/11, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

MESSRS. E. M. DE SOUZA require for Burma Qualified Pharmaceutical Chemist, Scotsman preferred, single and not over 30; High-class Retail Business. Send photograph (which will be returned), with full particulars of experience, and state salary required, to Box 785, Samson Clark & Co., Ltd., 57 Mortimer Street, London, W.1.

OLD-ESTABLISHED Firm in the West End requires Qualified Chemist, preferably one specialised in Cosmetics, with experience in selling side, to take charge of Branch in the Dominions; excellent opening, but good education, appearance and first-class references essential. Write to G. H. F., 33 Alfred Place, W.C.1.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.—ASSISTANT (22) requires situation; permanency or locum; 6 years' excellent experience Dispensing, Photographic, Counter, Window-dressing; excellent West End and London experience; references; disengaged. "K., 47 Aldbourne Road, W.12.

A.A.—QUALIFIED (38); reliable; abstainer; married; first-class London and provincial Managerial experience; expert Photographer; excellent references; Managership preferred; locum or permanency; free Monday. Chemist, 63 Elwood Street, N.5.

A.—LOCUM or Permanent; all-round experience; London 10 years; tall; abstainer; Photography; unregistered; splendid references. "Mac," Wotton-under-Edge, Glos.

A CATHOLIC (convert) M.P.S. seeks Managership of business near Manchester with view to purchase in about 12 months (not essential); present post incompatible. Buckley, Cambridge Terrace, Millbrook, Stalybridge.

A QUALIFIED Manager (42) desires change; London or suburbs; progressive position required; salary moderate to start. 40/40, Office of this Paper.

A GLA, 6 Manor Drive, Cleveleys, Blackpool (26), Qualified; 11 years' experience; Assistant or Manager; free February 1; anywhere.

A N experienced Qualified seeks post, Manager or Senior, London area; £3 10s. weekly; disengaged. Bridge Pharmacy, 251 Bow Road, E.3.

A NALYTICAL Chemist (34) desires return to Pharmacy (Part I); experienced all branches. "Chemist," 26 Beckway Road, Norbury, S.W.16.

A SSISTANT (24), Qualified, desires change; good-class Dispensing business preferred; experienced in Dispensing, Counter, Window-dressing, Photography; adaptable; excellent references. 40/23, Office of this Paper.

A SSISTANT (25), Part I; refer Pharmacognosy; accurate Dispenser, Photography; London, suburbs. Bishop, 41 Hillcross Avenue, Morden, Surrey.

A SSISTANT (21) requires post; Wholesale, Retail, Stock-taking, Window-dressing or Dispensing; anywhere; salary £2 15s. King, 9 Williamson Street, N.7.

A SSISTANT (26), Unqualified, desires post; experienced Salesman, accurate Dispenser; keen, energetic; good references. "Cyanide," 119 Pepys Road, S.E.14.

A SSISTANT (27), Unqualified; tall, smart appearance; excellent Window-dresser and Salesman, good Dispenser; well recommended; go anywhere. H. G. C., 45 Adolphus Road, Finsbury Park, N.4.

E NERGETIC Assistant, Unqualified, tall; 30 years' experience in all capacities; 3½ years with present employer; not afraid of work. Haigh, 1 Colonnade, Hawkhurst, Kent.

E XPERIENCED Man; West End and London trade; disengaged; accurate Dispenser, Counter; reasonable; highest references. M.P.S., 32 Myddelton Square, E.C.1.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

HOME COUNTIES.—Qualified (24½) desires change; Assistant or Manager (previous experience); 7 years' excellent experience; good references; free one month. M. H., 60 High Street, Chatham, Kent.

JUNIOR Qualified Assistant desires post in London, City or South London preferred; interview if possible. 42/1, Office of this Paper.

LADY Assistant (age 30) seeks post in West End to gain further experience in Toilets; references; interview. 39/19, Office of this Paper.

LADY Assistant (Unqualified); experienced Drugs, Toilets, Perfumery, Window-dressing. "Advertiser," 12 Hillcrest Road, Acton Hill, London, W.3.

LADY Assistant (21), Part I, desires position in or near Birmingham; 3-year comprehensive apprenticeship; quick Dispenser, excellent Saleswoman and Window-dresser; highest references. 38/1, Office of this Paper.

LADY, Qualified (26), seeks post, Senior Assistant or Manager; 5 years' experience as manager and buyer; business ability; accurate Dispenser. Agnes Perfect, The Old Vicarage, Whitehall Road, Uxbridge.

LEEDS AND DISTRICT LOCUMS.—M.P.S. (24) booking from April 15; nearly 8 years' all-round experience; now managing. 1, Livingstone Street, Roundhay Road, Leeds, 7.

LOCUM; long managerial experience. B. S. Jones, M.P.S., 34 The Oval, Stafford.

LOCUM, Qualified (37), experienced all branches, Manager and Assistant. Chemist, 50 Grove Lane, Camberwell, S.E.5.

MANAGER, Assistant, locum (42), Unqualified; tall; active; experienced; take charge; abstainer; disengaged. Mack, 18 Aycliffe Road, W.12.

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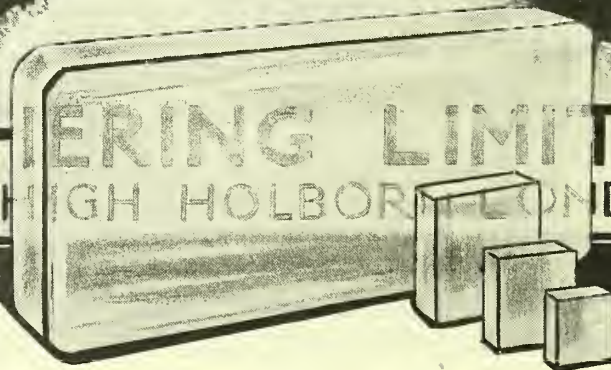
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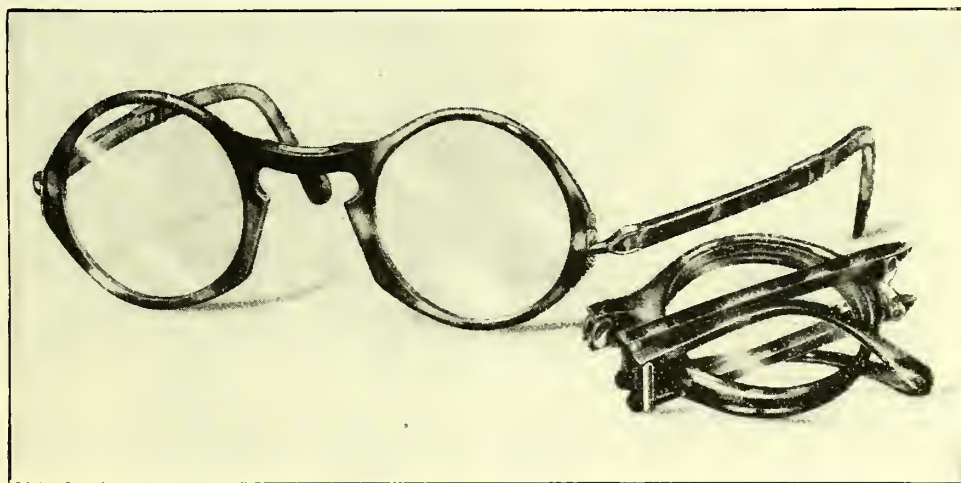
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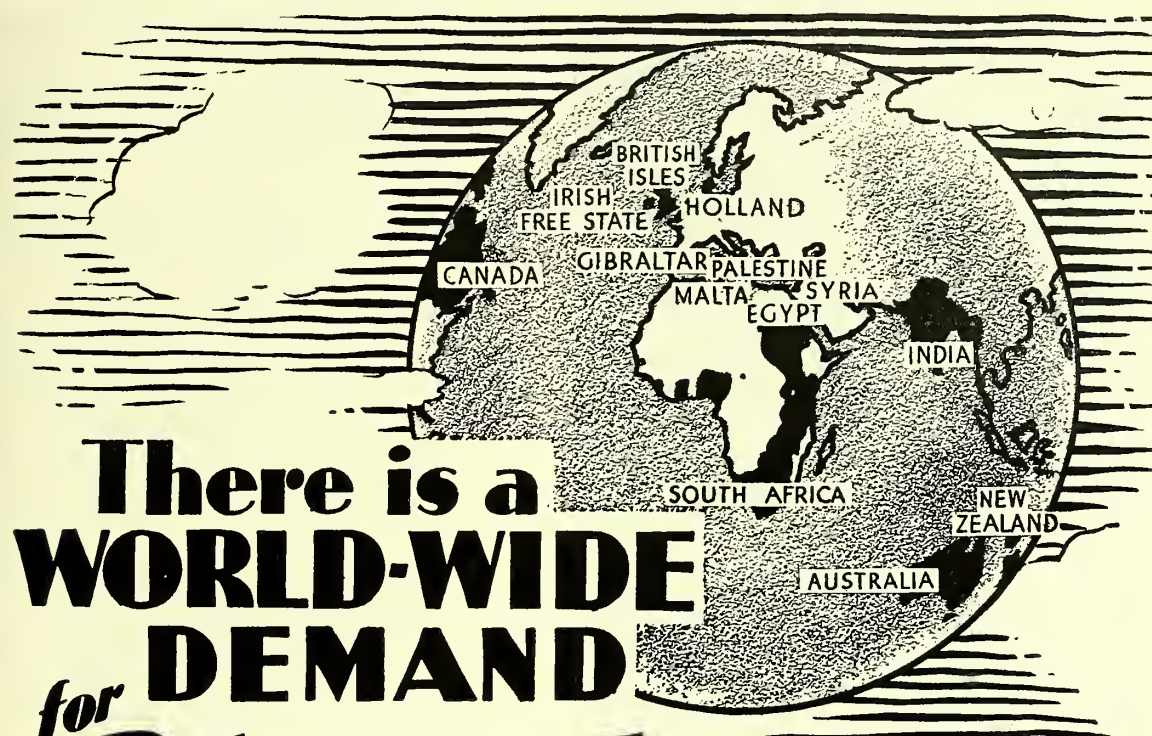
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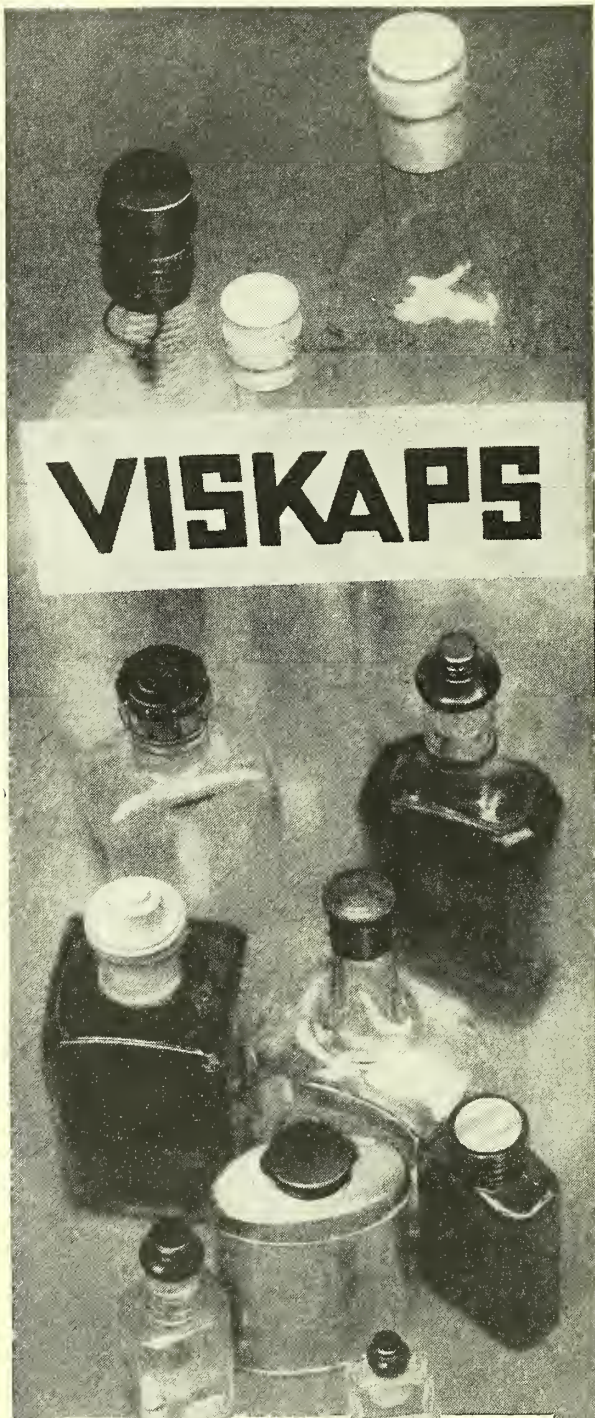
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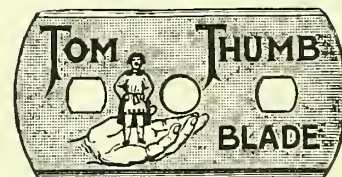
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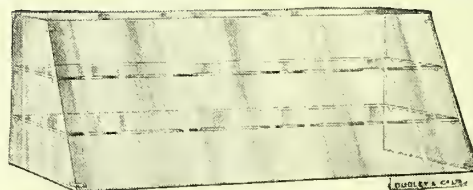
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Razor Works, 146 West St., Sheffield

British Made



No. C.D.F. 4480. The Chemists' Frameless Counter Screen and Case. Connected with chromium-plated clips. New 1/4" drawn plate glass throughout. 2 shelves inside, open at back. 48" long x 18" high x 12" back to front at bottom (7" at top).

59/6 each

Fully illustrated List, No. C.D. 1500, of Display Stands, Cases, etc., free on request.

DUDLEY & COMPANY, Ltd., Holloway, London. N.7
City Showrooms: 65 Fore Street, E.C.

BLUE GILLETTE ADVERTISING

A powerful new advertising
drive which will
send sales soaring

During January and February this great new advertising campaign is being issued to increase the sale of Blue Gillette Blades still further.

Dominating spaces have been booked in special positions in the great National Newspapers and these will be adequately supported by similar advertising in leading Provincial Newspapers and Periodicals.

Now look at the reproductions of the actual advertisements, which appear alongside. Observe carefully the facts we are presenting to the public about the wonderful new electrical tempering process which renders Gillette Blades keener, harder, longer lasting, than any blades which have ever been sold before. See that your stocks are adequate to meet the great demand which this advertising will create for Blue Gillettes.

LIST OF PAPERS

DAILY MAIL	BIRMINGHAM MAIL
DAILY EXPRESS	EDINBURGH EVG. NEWS
DAILY HERALD	LIVERPOOL ECHO
NEWS CHRONICLE	GLASGOW EVG. NEWS
PEOPLE	IRISH INDEPENDENT
EVENING STANDARD	BELFAST TELEGRAPH
MANCHESTER EVENING	JOHN BULL
CHRONICLE	PASSING SHOW

The combined circulations of these papers totals no less than 13,240,278 copies per issue.

GILLETTE INDUSTRIES LTD. 197-207 CITY ROAD, LONDON, E.C.1

It's the temper here that does it

Electrically tempered blades

Take a finer cutting edge because

Tempered ends...

...end temper!

BLUE GILLETTES
ELECTRICALLY TEMPERED BLADES

Small text on the right side of the ads: 'Gillette with their new and special electrical tempering process...'

★ IMPORTANT NEWS

New sizes, New packs & Bigger

DR. SINGHA

DURING the past few months, the sale of this wonderful specific has increased beyond all expectations. Now, more than one million sufferers are consistent users, which demonstrates in a practical manner that the DR. SINGHA (Brand) ASTHMA CURE really is worthy of your recommendation.

This enormously increased consumer demand, due in no small measure to the co-operation of our Friends, the Wholesale and Retail Chemists, has enabled us to produce firstly, a new 1/6 size which is certain to have a big demand, secondly, to greatly increase the quantity content of the existing sizes, and, last but not least, to give the Chemist a bigger margin of profit than is obtainable on any other available Asthma Remedy!

EXTENSIVE NATIONAL ADVERTISING

A huge advertising campaign has been arranged to commence immediately. Every Asthmatic in the British Isles will, in one way or another, learn of the new packs of the Dr. Singha Asthma Cure. See to it that you have ample stocks! Remember, a missed sale is profit irretrievably lost.

IT PAYS TO PUSH!

THE DR. SINGHA CO. LTD.

TO THE TRADE!

Profit for the quick-selling

ASTHMA CURE

★ TO RETAILERS

See that your existing stock of the old packs is returned to your Wholesaler by February 11th when

he will supply you with the equivalent in cash value of the new packs. The quicker you make the exchange, the better for you and your customers. Don't leave it to a replacement order only increase your stock on the 13 to the dozen Bonus terms so that you will participate in the bigger profits and be prepared to meet the enormous demand which must inevitably arise from our big advertising plans. The new 1/6 pack especially should receive your earnest consideration.

★ BONUS OFFER 13 TO DOZEN! - INCREASED PROFITS!

SUBSTANTIAL INCREASE IN QUANTITY CONTENT

1'6	SIZE	-	-	-	13'-	PER DOZEN
3/-	"	-	-	-	26/-	" "
5/-	"	-	-	-	43/-	" "
12/-	"	-	-	-	102/-	" "
20/-	"	-	-	-	172/-	" "
3/- (Children's)	SIZE	-	-	-	26/-	" "
8/-	"	"	-	-	69/-	" "

(Order through your Wholesaler)

The Dr. SINGHA (BRAND) CATARRH CURE

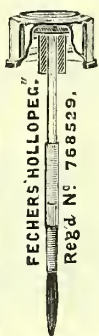
A duo-treatment which has proved amazingly successful in banishing this widespread complaint, and one that you can recommend with fullest confidence. A real business-builder!

6/- DUO-TREATMENT (Tablets & Cream) 52/- PER DOZ. (Separately 3/- each, 26/- per doz.)

CAERNARVON, G.B.

FECHER'S "Hollopeg" IODINE BOTTLE

With WIDER ($\frac{1}{2}$ ") Opening



Prices as before

$\frac{1}{4}$	$\frac{1}{2}$	1	2 oz.
2/-	2/9	3/3	3/9 doz.
12 doz. lots are			
2/-	2/6	3/-	3/6 doz.

STOCKS KEPT by:
SANGERS, LTD.
BUTLER & CRISPE
EVANS SONS
LESCHER & WEBB,
LTD.
and other Wholesalers

Or may be had direct at
above prices from the
makers

M. J. FECHER LTD.,

10 DOD STREET - LONDON, E.14

'Phone: EAST 3228

Established 1891

ACCOSON

TRADE MARK

CLINICAL THERMOMETERS

PRESENTED IN
INDIVIDUAL CARTONS

SEE THE NAME

ACCOSON

TRADE MARK

ON EACH CARTON

THE HALL-MARK FOR
**GUARANTEED LIFETIME
ACCURACY**

PERFECT FINISH—EASY TO READ
INDELIBLE MARKINGS

Supplied by:

ALL LEADING WHOLESALE HOUSES

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to
measure we maintain a 24
hour service.

∴ **BODY BELTS** ∴
TRUSSES ∴ **SUNDRIES**

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.

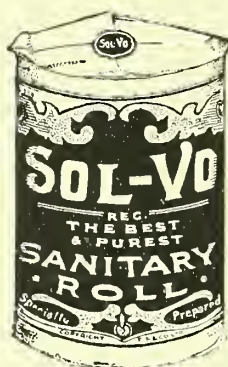
Russell Street ∴ NOTTINGHAM

Telephone No.: 75903.

Telegrams: SURGICAL, NOTTM.

SOL-VO

SELLS ITSELF



SOL-VO gives a
good margin of
profit to the Chemist
and is economical
for the customer be-
cause it contains
nearly three times
as much paper as
the "so-called" cheap
varieties. It pays to
stock and display
SOL-VO. Why not
give it a trial?

FORD, SHAPLAND & CO. Ltd.

GT. TURNSTILE, HIGH HOLBORN,
LONDON, W.C.1

Telephone: Holborn 4695.



The Truth about **IODINE LOCKETS** for the Prevention of **COMMON COLDS,** **INFLUENZA,** and other **GERM COMPLAINTS**

THE idea of imprisoning solid Iodine in a stoneware locket, with a portion of the surface left unglazed, so that Iodine vapour could escape in a regulated manner by diffusion over a period of many months, originated with Dr. Goodfellow, of Chesterfield.

As a doctor he refused to patent or protect his invention. There have been many imitations, but not one of them on the diffusion principle, which is the only scientific method. James Pearson, Ltd., manufacture the locket and other iodine devices, which are made under the personal supervision of Dr. Goodfellow, and are sold under the registered name of "Xodo." This has been done to protect the public against worthless imitations. There is no metal used in their construction for reasons which every chemist will appreciate. The New Health Society (Pres. Sir Arbuthnot Lane) investigated the merits of these locket and our testimonials were submitted to their experts. They secured unstinted praise. See report, "New Health," December, 1933 (copy free on application). One chemist (Messrs. A. Greaves & Son, Ltd., Chesterfield) has sold over 5,000, and still sells from 9 to 12 dozen per week.

BEWARE OF IMITATIONS

now so extensively advertised. An analyst reports on one of these imitations that the value of its iodine content is only one-twentieth of a penny. Copy of analysis on request. See "John Bull's" comments on these locket, September 13, 1934.

Get a small stock of "Xodo" Locket now. They retail at 2/- and they make a very profitable line for enterprising chemists. We also make a small pendant that is sold at 1/-. Write for our new terms, showcards, dummy cards, and literature free. All postage paid. Get free particulars today from the sole manufacturers:—

JAMES PEARSON, Ltd., C.D.8, Oldfield Laboratories, Brampton, Chesterfield

DISPLAY THE



VIC

Registered

WRIST SUPPORT

With Elastic Fastening
Pat. No. 410258

*Comfortable to wear,
stays "put," and does
not impede play*

Sole Manufacturers: Grout
& Co., Ltd., 35 Wood Street,
London, E.C.2

MENE

From your Wholesale House, please.

Advertised from January to December and never fails to give satisfaction. Also **SU-CAN Soluble** for instant disposal.

ROBINSON & SONS LTD. CHESTERFIELD & LONDON

Every Housewife is a potential customer for **DYANESE FADELESS CURTAIN DYES**

Dyanese Fadeless Curtain Dyes dye without heating and yet are fadeless.

This is an exclusive Dyanese feature—ordinary dyes are useless for curtains—they rapidly fade in the sunlight to which curtains are exposed.

Tinted curtains are fashionable and every housewife is a potential customer. More-over a woman usually buys several packets at once—sufficient for all her curtains. There is an excellent range of these dyes, neatly packed in special and very charming curtain shades.

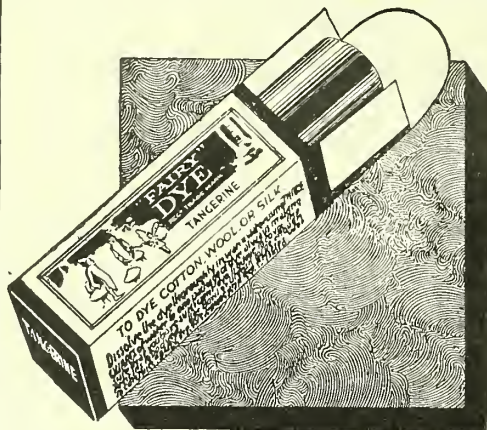
Retail 3d.		PRICE 24/- gross	
131 Cream	134 Violet	137 Cocoa	140 Orange
132 Biscuit	135 Ecru	138 Tomato	141 Blue
133 Green	136 Lemon	139 Coffee	142 Rubine

Made by **DYANESE LIMITED, Olympia Buildings, BLACKPOOL**

Sales Agents: **W. B. CARTWRIGHT, Ltd., Rawdon, LEEDS**

Recommend **"STRIPPIT"**—The Safe and Certain Dye Remover





LONDON DEPOT:
292 UPPER STREET, ISLINGTON, N.1

FAIRY DYES, LTD., GLASGOW, N.W.

Fairy Dyes

**It pays to
Concentrate
on
Advertised goods**

FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.



A Section of Foot Clinic.

CHIROPODY

Our London and Manchester Foot Hospitals treat over 2,000 cases weekly—each student treats a minimum of 500 patients during the term.

Chemists who have opened Chiropody Departments have increased their prestige with the medical profession, and are giving better service to their customers. Many have sent sons or daughters to this School for the full time—four months' intensive Training Course to equip them for a dignified and independent career.

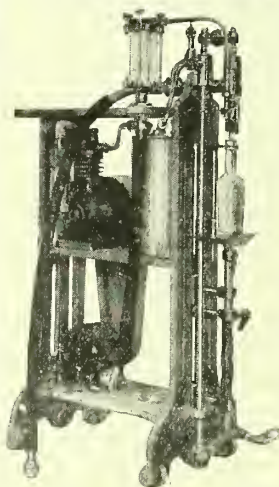
New Term starting shortly.

Write for Prospectus

Dept. 90, National School of Chiropody
28 Bury New Road, Strangeways, MANCHESTER

ROBERTS' PATENT

"LEO" VACUUM FILLER



for Glass, Stone, and Tin Bottles. Fills all sizes from drachm to quart—long, short or sprinkler neck.

**Clean and Rapid
No Over Filling
Broken Bottles
Rejected
Easy to Clean
Self Rinsing**

*WRITE FOR
PARTICULARS*

Roberts' Patent Filling Machine Co.

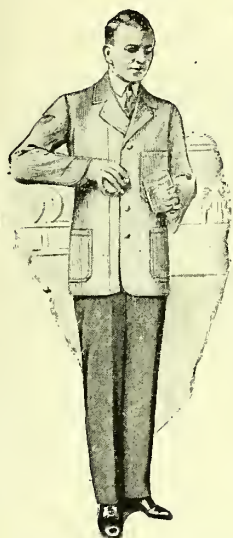
T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

OVERALLS FOR ALL



**WELL CUT AND
SMARTLY TAILORED.**

JACKETS (as illus.) Fine White Drill, 4/6, 5/11, 7/11. Khaki, 7/6. Grey, 6/11, 8/6. Black Poplin, 12/6.

LONG COATS. White or Khaki Drill, 5/11, 7/6, 8/6, 11/6, 14/6. Grey, 7/6, 9/6, 11/6. Black Poplin, 14/6.

LADIES' COATS. High Grade. Inset or Raglan Sleeves. Belted. Fine White Drill, 8/11, 10/6, 12/6. Khaki, 8/11, 9/11. Also "Cross-over" style, with belt, White, 5/11, 7/11, 10/6. Khaki, 8/11.

Any Colour or Design made to order.

Patterns and illustrated price list on application.

Special attention to post orders. State chest measure and height. Orders for 20/- post free. Cash refunded if not approved.

GARDINER & CO. (THE SCOTCH HOUSE) LTD.

General Outfitting Stores,

1, 3, 5 COMMERCIAL ROAD, LONDON, E.1.

Phone: Bishopsgate 6751.

Branches throughout London.



You need only stock the full range of Southall's Sanitary Towels to satisfy the needs of all of your customers.

- The "ORIGINAL" and most popular.
- The "CELTEX" soluble, easily disposed of.
- The "K" made entirely of absorbent cotton wool, with very soft cover.
- The "COMPRESSED" for travelling. A very popular line.

SOUTHALL BROS. & BARCLAY LTD. BIRMINGHAM

Telephone: National 1631.

ROBERTS & NEWTON

Label & General Printers,

DOMINION HOUSE,

BARTHOLOMEW CLOSE,

LONDON, E.C.1

Printers to the Drug Trade for over 40 years.

Labels imprinted BY RETURN.

4 PRODUCTS WITH A QUICK TURNOVER

**ENO'S
"FRUIT SALT"**

Regular demand . . . extensive advertising throughout the year . . . high-class showcards. Display ENO regularly because the sale of this household product will increase your profits.

J. C. ENO LTD., 160, PICCADILLY, LONDON, W.1

THERMOGENE

BRAND

MEDICATED WADDING

Order NOW while the bonus of 13 to the dozen is available and obtain your extra profit. THERMOGENE Brand MEDICATED WADDING is always well advertised and is a certain seller.

THE THERMOGENE CO. LTD., 160, PICCADILLY, LONDON, W.1

THERMOGENE

BRAND

VAPOUR RUB

This new DUAL-ACTION Vapour Rub is already selling well and you should not be without good stocks. Place your order NOW and secure the bonus of 13 to the dozen.

THE THERMOGENE CO. LTD., 160, PICCADILLY, LONDON, W.1

BEMAX

If you have not already received particulars of the generous bonus offer of 13 to the dozen write to-day. The demand for BEMAX is increasing daily. Advertising is being increased and NEW attractive showcards are available.

J. C. ENO LTD., 160, PICCADILLY, LONDON, W.1



Feature the products marketed by

J. C. ENO LTD.

Send your orders today.

NEW DESIGNS



IN STOCK OINTMENT BOXES

Here are three really attractively designed series of Ointment boxes which can be supplied from stock in small or large quantities. Design 1 is carried out in a striking treatment of green, cream, silver and black; design 2 is in cerise, silver and black; design 3 brings in gold, orange, white and black.

These stock Ointment boxes are supplied in the following varieties:—BORACIC OINTMENT, ZINC OINTMENT, CAMPHOR ICE, COLD CREAM, BORAX & HONEY, SULPHUR OINTMENT, BASILICON OINTMENT, PURE COCOANUT OIL, ANTISEPTIC HEALING OINTMENT, FULLERS EARTH CREAM. In both $\frac{1}{2}$ -oz and 1-oz sizes.

Write for samples and prices

THE METAL BOX COMPANY LTD.

QUEEN'S HOUSE, 28 KINGSWAY, LONDON, W.C.2

BIRMINGHAM: 3 New Street

GLASGOW: 52 St. Enoch Sq.

LIVERPOOL: India Bldgs, Water Street

**If it's RATS
they're after**



**it's RODINE
they'll buy**

Rodine Advertising tells the public how to get rid of Rats and Mice. Can you supply the customers it brings to your counters? Big profits are being made out of Rodine. It has a big sale among farmers, factories, warehouses, stores and private dwellings.

Write for terms to-day.

Retails in Tins $7\frac{1}{2}$ d. & 1/3

Sole Makers: **THOMAS HARLEY LTD.**
Manufacturing Chemists, Rodine Works, Perth, Scotland

NEVER FAILS TO KILL RATS & MICE



Cataline prevents and cures inflammatory Diseases in Cattle.

TO THE TRADE.

P.A.T.A. PRICES!

Are *you* stocking

CATALINE?

If not, now is the time to send us your orders.

During this month we are posting 200,000 circulars to 200,000 Farmers and all Live Stock Owners.

Many of these are your customers.

They will be asking YOU for CATALINE.

Cataline pleases Your Customers. *The Sales will Please You.*
IS
WHAT CATALINE YOU
WANT
One Size. One Price. Retailed at Face Value, namely, 3/6 per bott.

Cases Free.

Carriage Paid.

Our best cash with order, carriage paid, prices are:—

1 dozen	3 dozen	6 dozen	12 dozen
36/-	35/6 per doz.	35/- per doz.	34/6 per doz.

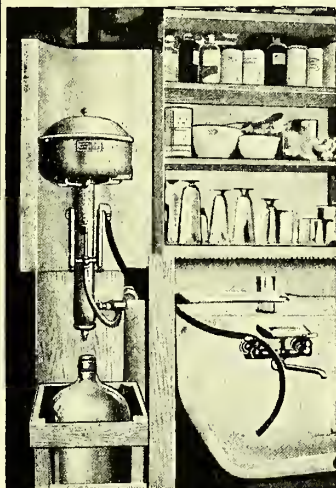
Stocked by most Wholesale Houses

Sole Makers:

The CATALINE CO., Ltd., BRISTOL

DISTILLED WATER

FOR LESS THAN 1½d. PER GALLON



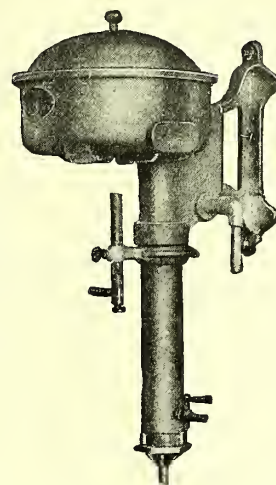
"O" Gas-heated Still in Dispensary
Note rubber tubing connection

STOKES MANESTY "O" GAS HEATED AUTOMATIC WATER STILL

produces 3 pints of chemically pure distilled water, well above B.P. standard, per hour. It is automatic in use and hangs on a bracket on the wall. It is made to last a generation. The most economical, efficient and reliable Still ever made.

PRICE £6 · 10 · 0

Please write for further particulars.



THOMPSON & CAPPER WHOLESALE LTD.

MAKERS OF CHEMICAL & PHARMACEUTICAL MACHINERY

MANESTY BUILDINGS, 5 COLLEGE LANE, LIVERPOOL, 1

WESTMINSTER COLLEGE OF PHARMACY

Founder : G. S. V. WILLS, Ph.C. Principal : P. H. WOODNOTH, Ph.C., F.C.S.

DAY CLASSES

Revision Courses for Preliminary Scientific and Qualifying Examinations now being held.

NEXT TERM COMMENCES ON APRIL 3rd.

POSTAL COURSES

Preparatory Courses in all Subjects. Fee £1-1-0
Special Test Papers are available for revision.

Prospectus for Postal or Day Classes on application to the Principal :

190 Clapham Road, London, S.W.9

'Phone : Reliance 3728.

LONDON COLLEGE of Pharmacy

Founded by H. WOOTTON, B.Sc. C. W. GOSLING, Ph.C.

Principal :—IRVINE G. RANKIN, B.Sc., Ph.C.

Specialists in Training Pharmacists.

REVISION.—ALL SUBJECTS for MARCH EXAMS.

Preparatory Postal Courses available for Apprentices and Juniors.

NEXT P.S. COURSE COMMENCES APRIL 3rd.

"Essentials of Pharmacy"

New Edition 6/6 post free.

361 CLAPHAM ROAD, S.W.9

Telephone—Brixton 2161

STOCK CHLOROZONE

THE INTERNATIONAL INTERNAL DISINFECTANT
FOR ALL LIVE STOCK

"FROM ALL CHEMISTS" IS THE CHLOROZONE
SLOGAN, AND IS ADVERTISED IN THE LEADING
POULTRY & FARMERS' JOURNALS

From your Wholesaler or direct

PUTNAMS DEPENDABLE SERVICE, Northam, Devon

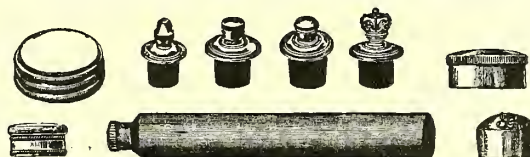
OTEG EGG PRESERVATIVE

Store eggs dry in box for 10 months

Sold by Harrods, Bakers, Selfridges, Boots, Timothy White's, etc.

SOZOL (1924) LIMITED,

Dashwood House, Old Broad Street, London, E.C.2.



FOR BRITISH MADE METAL SMALL-
WARES OF EVERY DESCRIPTION
GET IN TOUCH WITH

L. ELBOZ & SON

MANUFACTURERS, MERCHANTS & AGENTS

"RAYON D'OR" WORKS

Tel. : Brixton 3456

94 FERNDENE ROAD,
LONDON, S.E.24

After all,
the dry bulk of
Bismuth Carbonate
is of small moment compared
with the practical advantages of
Suspensibility

Evans' Super-Suspensible Bismuth Carbonate
enables the pharmacist to achieve not only
the perfection of dispensing elegance but
also a full clinical efficiency in action

A sample and current prices
sent post free on application

Evans Sons Lescher & Webb Ltd.

LIVERPOOL

LONDON E.C.1

DUBLIN

Malted Slippery Elm Food

THIS REMARKABLE FOOD HAS BEEN DESCRIBED
AS THE MOST NOURISHING IN THE WORLD.
IT HAS A BENEFICIAL AND SOOTHING EFFECT
IN ALL CASES OF GASTRITIS, COLITIS, ETC.

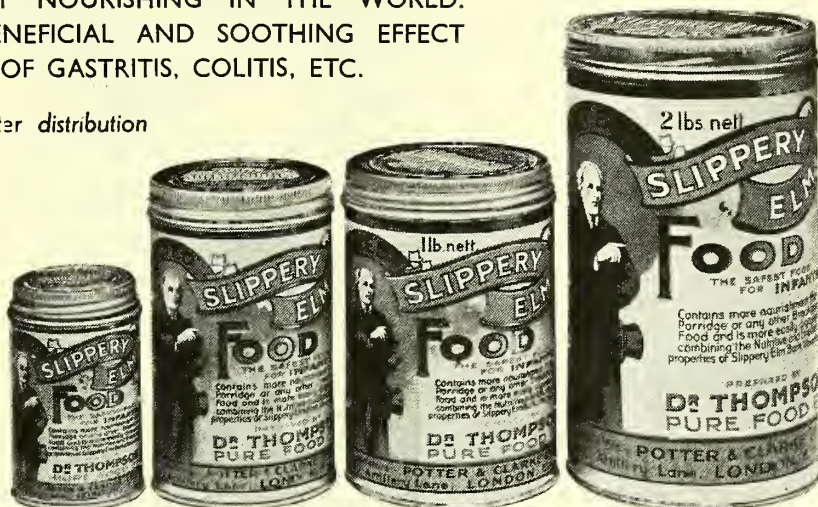
Free samples for counter distribution

Handsome Showcards
supplied with all orders

IN FOUR SIZES

P.A.T.A.

9d. size	6/6 doz.
1s. 8d. "	15/- "
2s. 0d. "	1/6 each
3s. 8d. "	2/8 "



Dr. Thompson's DANDELION COFFEE



for Dyspepsia

MADE ENTIRELY FROM
ENGLISH DANDELION
ROOT ROASTED AND
GROUND

In Enamelled Tins

P.A.T.A.

1s. 0d. size	8/- doz.
1s. 9d. "	15/- "
3s. 0d. "	26/- "

POTTER & CLARKE LTD.

60-64 ARTILLERY LANE, LONDON, E.1

'Grams ; " Horehound, Phone, London."

'Phone ; Bi-hopsgate 4761 (5 lines).

AND AT 77 DANTZIC STREET, MANCHESTER, 4

'Grams ; " Horehound, Manchester."

'Phone ; Blackliars 8734.

DAILY
HERALD

JAN.
31ST

DAILY
MAIL



NEWS
CHRONICLE

JAN.
31ST

DAILY
EXPRESS

6,852,000

6,852,000 copies of National Newspapers all bearing an arresting "Juvigold" announcement found their way into homes all over the country yesterday—"Are You only Just Existing?" Millions of people have already asked themselves the question and intend to find the solution by taking "Juvigold." Be ready to participate in the big demand. The special bonus offer makes "Juvigold" a wonderfully attractive proposition.



OFFER

With every three 3/- bottles (and multiples thereof) we give FREE one 5/- Bottle.

"Juvigold" 3/- size
P.A.T.A. 27/- per doz.
5/- size " 45/- " "
12/- Family Size
P.A.T.A. 90/- per doz.

An arresting window display consisting of a beautifully made *full-sized human torso* with internal glands exhibited, the actual endocrine organs, Heart, Lung, Brain and Spinal Cord, etc. (preserved in show jars), Colloidal Solutions in show bottles, show cards, dummies, pamphlets, etc., will be loaned with every order for two dozen 3/- size or one dozen 5/- size "Juvigold," and will be installed for you by a qualified artist.

Get into touch with us at once.

MIDDLESEX LABORATORY OF GLANDULAR RESEARCH LTD
21 · FARRINGTON AVENUE · LONDON · E · C · 4

They sell for you



0722



0733

These Silent Salesmen reiterate their message to your advantage daily.

A postcard will bring them to your service.

“HAZELINE’ SNOW” CUT-OUT (Trade Mark)

0722 Height 11 inches. Each card has folding pyramid of cartons attached.

“HAZELINE’ SNOW” SHOWCARD (Trade Mark)

0718 Height 15 inches. Rectangular card of same design as above, but without pyramid of cartons.

‘HAZELINE’ CREAM SHOWCARD (Trade Mark)

0733 Height 12 inches. Pot and tube in full colour on a green ground. Lettering in white and black.

*Please order these showcards
by the numbers indicated*



G 1847

BURROUGHS WELLCOME & CO., LONDON

COPYRIGHT



B · D · H



THIS is a new B.D.H. product, presenting Calcium Sodium Lactate in conjunction with Vitamin D, in which form it is most readily assimilable; in addition the tablets are very palatable. Each tablet contains 5 grains of Calcium Sodium Lactate and 500 international units of pure crystalline Vitamin D (Radiostol).

Calsimil performs important functions in the prevention and treatment of conditions associated with calcium deficiency, such as:—chilblains, eczema, dental caries, morning sickness, etc.

P.A.T.A. PRICES

Flasks : 60 Tablets

Retail 2/6. Wholesale 20/- per doz. net

THE BRITISH DRUG HOUSES LTD., LONDON, N.I



PHENACETIN

MONSANTO

♦ ♦ ♦

We shall be pleased to send you samples, and to quote you highly competitive prices upon receipt of your enquiry.

♦ ♦ ♦

There is no need either on price or quality to buy anything but British-made Phenacetin.

♦ ♦ ♦

PHENACETIN - MONSANTO

IS

BRITISH MADE

♦ ♦ ♦

MONSANTO CHEMICALS LIMITED

VICTORIA STATION HOUSE, VICTORIA STREET,
LONDON, S.W.1

Works: RUABON and SUNDERLAND

Telephone: VICTORIA 1535

★ Glad to hear results of analysis. Never doubted the result.

★ Tablets made from my powder are exactly what I required.

★ I wish to let you know how pleased I am with the — to hand and the businesslike manner in which you took up my requirements.

The above letters are a tribute to our long experience in the manufacture and packing of private proprietaries.

ARTHUR H. COX & Co.
Manufacturing Chemists since 1839 **LTD.**
BRIGHTON